A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

November 28, 1966

Buyers gather at U.S. trade shows in Europe, Asia, Latin America

International Trade Winds

Company News

OFFICE MACHINES—Addressograph Multigraph Corp. of Cleveland has established a wholly owned subsidiary in Spain, Addressograph Multigraph S.A., with headquarters in Madrid and branches in other major cities. The new company will merchandise a full line of Addressograph, Multigraph, Bruning and VariTyper office machines and products throughout Spain.

PETROCHEMICALS—M. W. Kellogg Co. has been appointed by Shahpur Chemical Co., Ltd., as managing contractor for a new petrochemical complex at Bandar Shahpur, Iran. The new complex will provide facilities for production of sulfur and chemical fertilizers. Included will be plants for production of ammonia, urea, sulfur, sulfuric acid, phosphoric acid and diammonium phosphate and triple super-phosphate. The $170 million project will also include dock facilities and a 120 mile pipeline for transmission of gas from Masjid-I-Sulaimam to Bandar Shahpur. Shahpur Chemical Co., Ltd., is a joint venture of National Petrochemical Co. of Iran and Allied Chemical Corp., with headquarters in Tehran.

ELECTRONICS—Weltek Division of Wells Electronics has just signed a licensing agreement with K. & N. Electronics, Ltd., Maidenhead, England, manufacturers of scientific instruments and electronic assemblies. The agreement permits K. & N. to produce and sell Weltek's line of microjoining equipment for the electronics industry to all countries in the Commonwealth group except Canada, India and Australia, where Weltek already has affiliates.

MANUFACTURING—Baldwin-Lima-Hamilton Australia Pty., Ltd., has dedicated its new construction equipment manufacturing facility at St. Alban's, Australia. The plant produces hydraulic cranes, truck cranes and earth excavators for use in mining and land development, and high-rise building and bridge construction. The 30,000 square-foot plant occupies an 18-acre site near Melbourne. The new venture is jointly owned by Baldwin-Lima-Hamilton Corp., a subsidiary of Armour & Co., and Industrial Engineering Ltd. of Australia.

Newsletter

There was a bonus at the Laboratory Apparatus and Instrumentation show at Milan's U.S. Trade Center for Waters Associates in a first order for a $20,000 instrument. It was a forceful demonstration to their Italian agent that there is, beyond doubt, market potential in Italy for chromatographs and gas analyzers.

When the flow of buyers from Sweden, Finland and Norway subsided after the Pulp and Paper Industry Equipment show at the Stockholm U.S. Trade Center, a company president made his assessment of $3 to $5 million in projected sales during the next year. This was the report of George G. Copeland of Copeland Process Corp., Oak Brook, Ill.

Sales under negotiation of $790,000 and projected sales of $1,500,000 during the next 12 months were reported from the same Scandinavian paper industry equipment show by Lamb-Grays Harbor Co., Inc., of Hoquiam, Wash. Results came not only from the products on display, but on other machines made by the company.

"Just what might be expected of an outstanding Midwestern firm," said Chicago REEC chairman Thomas W. Miner of the action of Franklin Electric Co. in donating electric pumps to flood-stricken Florence and Venice, Italy. The Bluffton, Ind., "E" Award-winning maker of sump pumps acted quickly through their agents in Switzerland and Germany. The Franklin pumps can be especially valuable in freeing the cities' power plants of flood waters.

A reminder that Commerce Department roving representative Johnson Garrett is now traveling through Europe, working through Commercial Officers at U.S. embassies and consulates, telling Europeans of profits to be made through capital investment in the U.S. He is the former manager of First National City Bank's Paris office. It's part of the current U.S. message to European investors: "Come on in, we're happy to have you."

Of the more than 200 American companies that exhibited and sold their products at the U.S. Trade Center in Tokyo from June, 1965, to June, 1966, nearly half were small companies—firms having a net worth of less than $1 million.

NOTICE: This information is offered to preview or provide informally brief and varied comment on Bureau of International Commerce worldwide export and investment promotions. It is not final and does not substitute for the detailed know-how and analysis in our regular news columns.

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the cover

The overseas exhibition program of the U.S. Department of Commerce is in a period of peak activity all around the world. Cover scenes are from three of the 12 trade shows on the November calendar. Secretary Connor is pictured with an artificial kidney machine at the Medical & Hospital Equipment exhibition at the London U.S. Trade Center. At the U.S. Exhibition at the El Salvador International Fair camera sales are being discussed. In the U.S. Trade Center in Tokyo the focus is on production equipment for the electronics industry.

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Up and Up Go U.S. Exports and Imports 2
Climb continues into 1966's third quarter trade report; exports at $29.1 billion level, imports at $25.3 billion level

Eximbank Meets Export Credit Needs 6
Institution's vice president describes activities in assisting exporters with supplier credits and direct loans

Better World Measurement Standards On Way 12
Industrial executive tells Commerce symposium simpler, more uniform standards are "just over horizon" as many groups tackle problem

U.S. Exhibit is Planned for '67 Fair in Moscow 16
Participants now sought for INPRODMASH, an exhibition devoted to food production, packaging and retailing technology

Business in Japan Has Its Own Patterns 22
An insight by author Boye de Mente into practices that often baffle Westerners at commercial conference tables

MISCELLANEOUS—South Carolina holds world trade meeting 11
TRADE FAIRS AND CENTERS—Medical equipment sells well in London 15
Show of production equipment for electronics field is Tokyo's largest 17
Growing tourist industry paces construction boom in Thailand 18
Central American businessmen view U.S. products at El Salvador fair 19
WORLDWIDE BUSINESS OUTLOOK—Industrial nations expand, says OECD 20
FOREIGN GOVERNMENT ACTIONS—Yugoslav law loosens credit curbs 23
INVESTMENT OPPORTUNITIES—Guyana gold mine potential revealed 25
WORLD TRADE OPPORTUNITIES—Italy asks bids on water facilities 27
NEW BOOKS AND REPORTS—European financial integration discussed 36

U.S. trade still going up

Both exports and imports hit new peaks, but import climb is faster

Expanding world demand for U.S. capital equipment, other manufactures, and foodstuffs led to a new peak in exports in the first nine months of the year. At the same time, our foreign purchases were pushed to another record high as imports were strongly stimulated by needs stemming from our domestic economic boom. Through September, imports advanced at a rate about twice as fast as that for exports.

U.S. exports, seasonally adjusted and excluding military grant-aid, rose in January-September to a $29.1 billion annual rate, 10% above last year's export total of $26.6 billion. This strong export advance was three times the rate of increase in 1965. Following a sharp advance in the final three months of 1965, quarter-to-quarter gains this year were meager until July-September when they spurted by more than 4%.

The exceptionally rapid import expansion continued in the third quarter at the 5% rate recorded from quarter to quarter of the past year. Imports in the first nine months, seasonally adjusted, were valued at an annual rate of $25.3 billion, a fifth above last year's total.

The substantial advance in U.S. imports so far this year and the slower expansion in exports have caused a steady erosion in the gross export surplus each quarter since September, 1965. This surplus fell to a seasonally-adjusted annual rate of $3.3 billion in July-September, 1966, the lowest rate in any quarter since March, 1960.

Import prices advanced

Rising import prices in the first half (the latest data available) appear to have contributed about one-tenth of the expansion in imports over January-June, 1965. The increase of nearly 2% in the import unit value index was largely in foodstuffs.

Export prices, as measured by the unit value index, in the first half were slightly below the level of the same period in 1965 but one-half of 1% above the last half. Falling export prices in January-June for finished manufactures more than offset rising prices for manufactured foods and crude materials.

Third quarter shipments to Latin America and other developing countries, seasonally adjusted, sparked the first appreciable quarterly advance in U.S. exports since the final quarter of 1965. Sales to Canada and Japan also increased but at a slower rate than in the second quarter, while deliveries to Western Europe were unchanged after a sizable second quarter decline.

Area gains widespread

A comparison of exports in the first three quarters of 1966 with the same period of last year shows that larger sales to Canada and Western Europe provided about two-thirds of the increase. Shipments advanced by more than one-tenth to the American Republics, Japan, and the Near East but declined to Oceania. This export performance was in strong contrast to 1965, when most of our expansion was in sales to Canada.

All areas of the world shared in the $3.4 billion expansion in U.S. imports over the first nine months of last year. Arrivals from the developed countries advanced at twice the rate of increase shown by our purchases in the developing countries. Western Europe supplied more than a third of the increase and Canada well over a fourth.

Imports advanced sharply in each quarter of the year from most regions. Third quarter purchases abroad, seasonally adjusted, were especially strong compared to those in the first two quarters from all major areas except Canada. Imports from Africa and Asian countries other than Japan rose in July-September after remaining stable for several quarters.

Export expansion diversified

Agricultural shipments through September were running nearly $600 million, or 14%, above those in the same period last year. Their sharp 9% rise in the third over the preceding quarter, on a seasonally-adjusted basis, was the largest gain since early in 1965.

Exports of non-agricultural products were 12% higher in the first 9 months than in the like period of 1965, as almost all major types of shipments expanded. These exports rose in the September quarter by 3%, seasonally ad-

Surging imports reduce export surplus

(Millions of dollars, seasonally-adjusted at annual rates)

Period	Exports,[1] excl. military grant-aid	Imports	Gross export surplus
Jan.–Sept. 1965	25,801	20,752	5,049
Jan.–Sept. 1966	29,147	25,320	3,827
1965			
First quarter*	22,273	18,613	3,660
Second quarter*	27,480	21,806	5,674
Third quarter	27,650	21,836	5,814
Fourth quarter	28,422	22,915	5,507
1966			
First quarter	28,710	24,005	4,705
Second quarter	28,726	25,294	3,432
Third quarter	30,000	26,664	3,336

* Affected by dockworkers' strike.

[1] Includes estimated government-financed shipments (AID and PL-480, excl. barter), by quarters beginning first quarter 1965, in millions of dollars, seasonally-adjusted at annual rates: 2,200, 2,900, 2,700, 2,400, 2,600, 2,600 and 2,600.

justed, after two quarters of relatively little change.

Machinery sales expansive

Of the $1.8 billion increase in nonagricultural exports in the first nine months, over $600 million was in rising sales of machinery and equipment.

A major gain was recorded in shipments of engines and parts. The 18% expansion in these exports particularly reflected increases in engines and parts shipped to Canada under the duty-free provisions of last year's automotive agreement and in aircraft engines for U.S.-made private and commercial aircraft.

Exports of office machines expanded sharply through September. The fast-growing international market for digital and process control computers, used in a wide variety of industrial, commercial, and scientific applications, spurred the acceleration in our computer exports.

Air-conditioning and refrigerating machinery shipments advanced more rapidly this year than last as a result of increased sales promotion, advanced engineering features, and the efficient servicing arrangements provided by U.S. manufacturers. Pumping equipment was in strong demand for new water and sewage systems and for fertilizer plants and oil field installations.

Following the general trend towards larger-size, versatile machines of advanced design in all our machinery exports, shipments of construction machinery included fewer, but bigger and more expensive, units. Through September, agricultural machinery and tractor shipments advanced moderately. Although there is a growing demand for construction and agricultural machinery throughout the world, our traditional export markets are experiencing greater inroads from sales by U.S. affiliates abroad.

New export orders for machinery received by U.S. manufacturers during January-August were one-fifth greater than in the first eight months of 1965. This rate of growth equaled the high expansion rate experienced in 1964 and represented some acceleration from the 1965 advance. The step-up in exports of machinery by manufacturers was not sufficient to keep backorder files from rising. With minor exceptions, manufacturers' unfilled orders for machinery exports have generally been expanding since November 1963.

U.S. transport equipment shipped abroad was more than $200 million higher in value than in last year's first nine months, but the advance of 9% was somewhat slower than the 1965 gain. Road motor vehicle and civilian aircraft sales climbed, but military aircraft and railway equipment exports dropped substantially.

Four-fifths of the $250 million increase in exports of road motor vehicles and parts stemmed from shipments to Canada. Under the strong stimulus of the automotive agreement with that country, such exports rose by 41% through September. Sales of civilian aircraft continued to expand, though at only a fraction of last year's extremely strong gain, as some deliveries were made on 1965 orders for short- and medium-range commercial jets.

Other manufactures advance

Following last year's moderate gain, rising sales were reported for various chemical products, nonferrous metals, scientific instruments, paper manufactures, and consumer goods.

Chemical shipments increased by a seventh through September, largely in response to increased foreign demand for our plastics, fertilizers, and basic chemicals. Growing demand for container board in the United Kingdom and continental countries stimulated our foreign sales of paper products.

Despite a reduction in the quantity exported, sales of U.S. copper and aluminum rose in value because of higher prices. Export controls on copper, along with high civilian and defense requirements, and greater domestic use of aluminum have limited foreign deliveries of both metals.

Scientific and controlling instrument sales abroad advanced by one-fifth to $413 million in the first nine months. Among consumer goods other than automobiles, large increases were noted in exports of printed materials, clothing, and musical instruments. Demand for U.S. printed matter of many kinds, including books, technical manuals, and Federal Government publications, has been advancing regularly for more than a decade. The substantial increase in clothing exports this year, after their slight rise in 1965, was largely in sales to Western Europe and Canada.

The biggest advance in our foreign sales of musical instruments this year was in stringed instruments, especially guitars to Canada, the United Kingdom, and Japan. The U.S. lead in the development of tape recorders and magnetic tape techniques, and our competitive prices, have spurred exports to Western Europe.

In contrast to increased shipments of many goods, exports of iron and steel-mill products continued to decline as a result of a drop in AID-financed shipments and of increased competition from Japan and Western Europe, burdened with considerable surplus steel capacity.

Agricultural exports recovered

Exports of foodstuffs, which declined slightly last year, advanced by $570 million in the first nine months of 1966.

Commercial sales of wheat, which nearly doubled in value through Septem-

Agricultural exports and imports rise sharply

(Millions of dollars)

Commodity	January-September 1965	January-September 1966
Exports, total	4,342	4,933
Wheat	794	1,066
Corn	577	684
Soybeans	379	458
Tobacco, unmanufactured	233	290
Cotton	346	265
Grain sorghums	149	263
Fruit	230	238
Other agricultural exports	1,634	1,669
Imports, total	2,939	3,430
Coffee	743	820
Sugar	320	377
Fruit	193	219
Beef, fresh	133	213
Wool, unmanufactured	170	181
Pork, canned	93	132
Crude rubber	131	136
Other agricultural imports	1,156	1,352

Import gain far outstrips exports in transportation equipment

Commodity	Exports Jan.-Sept. 1966 (millions)	Exports Change from Jan.-Sept. '65 (millions)	Exports Change from Jan.-Sept. '65 (%)	Imports Jan.-Sept. 1966 (millions)	Imports Change from Jan.-Sept. '65 (millions)	Imports Change from Jan.-Sept. '65 (%)
Total.....	$2,458	+$213	+ 9	$1,497	+$730	+ 95
Motor vehicles ...	*1,475*	+ *250*	+*20*	*1,246*	+ *618*	+ 98
Automobiles, new...	319	+ 71	+29	840	+ 407	+ 94
Trucks and buses, (incl. chassis and bodies), nonmilitary, new	245	+ 18	+ 8	89	+ 75	+536
Parts for autos and trucks[1].....	735	+ 118	+19	135	+ 73	+118
Motorcycles.....	1	0	0	156	+ 54	+ 53
Aircraft and parts	817	− 27	− 3	206	+ 110	+115
Civilian aircraft....	411	+ 48	+13	117	+ 78	+200
Military aircraft....	167	− 71	−30	11	+ 2	+ 22
Parts.....	240	− 2	− 1	78	+ 31	+ 66
Railway equipment	*75*	− 22	−23	*7*	+ *1*	+ 17

[1] Excludes engines.

ber, accounted for four-fifths of the increase in exports of that grain. The relatively small expansion in PL-480 wheat exports in the first three quarters was accounted for by larger shipments to India, Brazil, Yugoslavia, and Egypt and smaller shipments to other developing countries. Sales of corn and other feedgrains were kept on the rise by growing livestock feed requirements in Western Europe and Japan.

Soybean exports advanced, as Japan and Western European countries purchased about one-fifth more than in 1965. Cotton sales in the first nine months, on the other hand, were nearly one-fourth lower than last year due to the draw down of inventories in Western Europe and Japan pending the August 1 adjustment in the U.S. cotton price. In the September quarter, the downtrend was reversed as increasing foreign consumption and stock rebuilding boosted shipments. Exports of cattle hides and skins, limited by export quotas, rose only slightly in quantity but by nearly three-fifths in value. (Note that on Nov. 7 the Department of Commerce lifted quota controls on exports of cattle hides, calf and kip skins, and bovine leathers.)

Imports advance strongly

The buoyant demand for imported products continued through the first three quarters in both agricultural and nonagricultural goods. Advancing by close to a fourth through September over last year's nine-month total, the rise in nonagricultural imports accounted for 85% of the $3.3 billion increase in our imports. The one-sixth rise in agricultural imports in January-September was in contrast to a small drop from 1964 to 1965.

Arrivals of industrial supplies through September continued to expand at a fast pace, though the rate of increase was slightly slower than the 15% advance from 1964 to 1965. The deceleration was due in large part to smaller advances in imports of crude petroleum and fuel oil, a decline in iron ore arrivals, and the absence of change in steel-mill imports in contrast to last year's 60% rise.

Despite the further relaxation of import controls in April, arrivals of residual fuel oil advanced considerably more slowly in value this year than last, as prices declined on larger volume. By the end of September, imports of iron and steel-mill products had pulled even with the January-September, 1965, value which was inflated by strike-hedge buying and considered—at that time—abnormally high. A small decline in iron ore arrivals was due to lower requirements of imported ore for steel production as a result of increased domestic supplies available from our new taconite pelletizing plants.

Copper imports dropped in quantity in the first nine months, but advanced by over two-fifths in value, as prices were generally well above those in 1965. Aluminum imports rose by nearly one-fifth in volume and even more in value from their level last year.

As the result of tight domestic supplies and rising prices for certain elements and compounds, imports of chemicals also accelerated sharply. Imports of textiles other than clothing continued rising to new record levels, expanding by about one-fifth in value over the same period last year.

Machinery imports boom

The quickening advance in arrivals of nearly all major types of machinery con-

Machinery exports show varying rates of change

Commodity	January-September 1965 (million dollars)	January-September 1966 (million dollars)	Change from 1965 to 1966 (percent)
Total.....	5,064	5,680	+12
Power generating machinery, nonelectrical.....	586	719	+23
Off-highway and tracklaying tractors and parts.	322	308	− 4
Other construction machinery.....	405	435	+ 7
Agricultural machinery and tractors and parts..	338	357	+ 6
Office machines and parts.....	333	395	+19
Metalworking machines.....	239	246	+ 3
Air-conditioning and refrigerating equipment...	161	194	+20
Other nonelectrical machinery.....	1,461	1,633	+12
Electrical power machinery and switchgear....	351	365	+ 4
Telecommunications equipment.....	254	274	+ 8
Other electrical apparatus.....	614	754	+23

tributed about two-thirds of the estimated $600 million expansion in capital equipment imports in the first three quarters of the year. The inability of U.S. manufacturers to meet the rising demand for machinery helped push up purchases from abroad. Domestic backorders for nonelectrical machinery increased during the year ending August by 20% over the preceding year.

From subsidiaries abroad

Imports from U.S. subsidiaries abroad have largely accounted for the more rapid growth in imports of agricultural machinery again this year. The accelerated growth in imports of office machines consisted of less-sophisticated types of calculators, adding machines, and cash registers. A sizable part of the $40 million rise in textile machinery imports stemmed from machines designed for extruding synthetic fibers and spinning and knitting synthetic yarns.

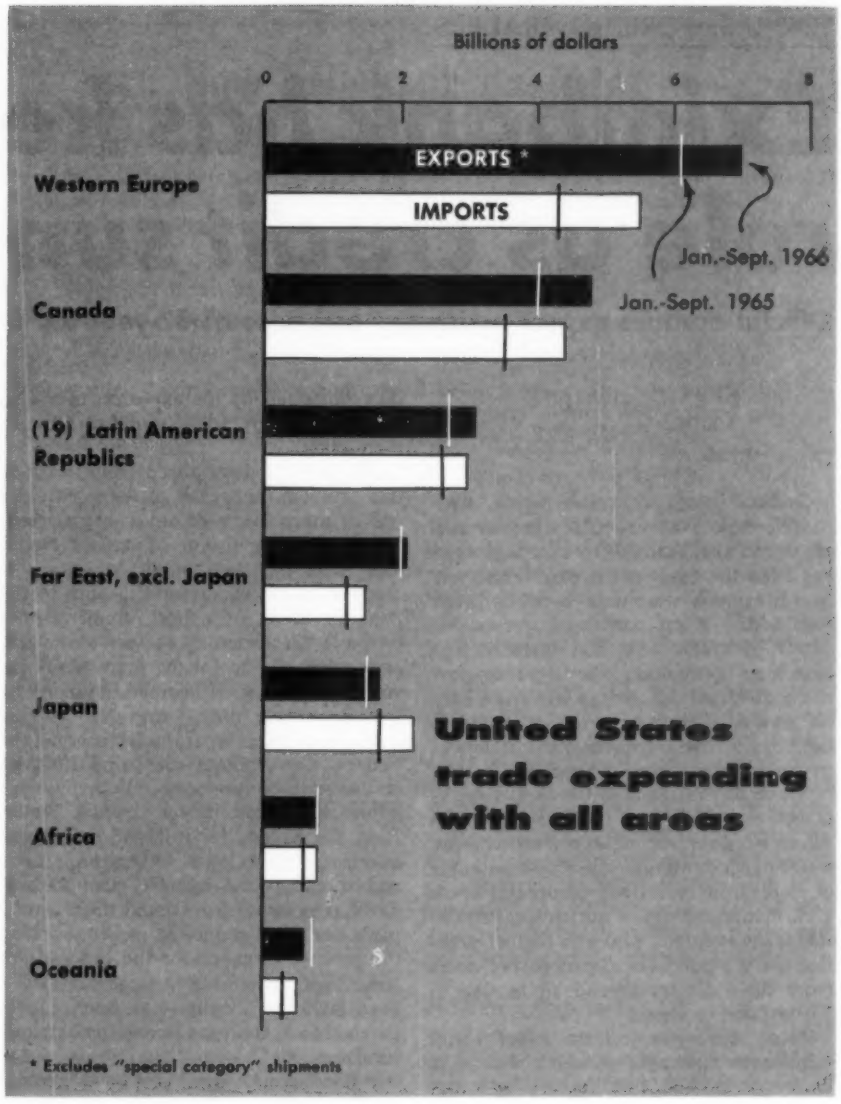
Slower domestic deliveries of metal-cutting tools and competitive prices and dependable service from foreign suppliers contributed to the doubling of the rate of growth in these imports over last year.

Deliveries of short-haul commercial jets from Britain and executive jets and turbo-prop aircraft from France pushed aircraft imports to a new peak this year.

Consumer imports climb

Arrivals of consumer goods accounted for almost a third of the import advance this year. Over $300 million of the $1 billion increase was in automotive products coming from Canada. This advance stemmed largely from developments occurring as a result of the 1965 agreement for duty-free automotive trade with that country. Excluding this expansion, our foreign purchases of consumer goods were 25% higher, a steeper rate of climb than the 19% advance in 1965. Imports of automobiles from West Germany, Sweden, and Japan also rose sharply. Deliveries of light motorcycles, mainly from Japan, advanced at a much slower rate than last year's spectacular rise as distributors worked off large inventories.

The buoyant demand for consumer electronic products, which has outpaced the growth in our domestic production, contributed heavily to the continuing expansion in imports of radio and TV sets, largely from Japan. Significant increases in imports of apparel from Japan and Hong Kong contributed to an 18% rise in clothing imports. On a square yard equivalent basis, imports of cotton, wool, and man-made fiber textiles and apparel totaled 2.14 billion yards, an all-time record, and 43% above a year earlier.



Arrivals of foreign phonographs and tape and sound recorders advanced strongly as a result of the growing popularity of low-priced tape recorders from Japan and the strong competitive qualities of British-made record players, changers, and turntables in our stereo equipment market.

Food imports advance sharply

Large increases in our purchases of foreign coffee, meat, sugar, and fish accounted for most of this year's nearly one-fifth rise in imports of food and beverages compared with 1% in 1965.

Increasing arrivals of coffee, to build up inventories from last year's low levels, accounted for one-sixth of the total food and beverage rise. The sharp 60% advance in imports of beef reflected strong domestic demand and high U.S. prices. Larger import quotas, rising domestic consumption, and higher prices contributed to the sizable advance in our sugar purchases. The 16% advance in fish imports through September mainly reflected greater quanities of raw tuna from Japan and frozen ground fish from Canada and Poland.

This article and accompanying tables and chart were prepared by the International Trade Analysis Division of the Commerce Department's Bureau of International Commerce.

FOR U.S. FOREIGN TRADERS

Eximbank has key export role as credit supplier

Official outlines export assistance activities of 32-year-old bank

By R. H. ROWNTREE
Executive Vice President, Export-Import Bank of Washington

Success in today's more highly competitive export market places greater emphasis on the availability of credit than has been the case in the past. Exporters who previously were able to sell for cash with order or on confirmed irrevocable letters of credit now find their foreign customers demanding the right to purchase on terms which may run from cash on arrival of documents or of goods to time drafts, open account, or installment payments spread over a number of years.

Much of this demand for export credit is met, as it should be, by the private area of our economy. Some exporters who are well financed provide significant amounts of credit from their own resources. I know U.S. manufacturers of agricultural equipment, for example, who as a regular practice carry a portfolio of promissory notes from their dealers abroad amounting to $50 million or more.

Many exporters, on the other hand, require the assistance of their commercial banks or of old line factors or other financial institutions in extending export credit. This assistance most commonly is obtained in either of two ways. The exporter may use his regular line of credit at his bank, borrowing on his own note in order to carry his foreign receivables, or he may discount these receivables at his bank.

Always a limit

Regardless of the method used—the exporter's own resources, his bank line of credit, or discounting—a limit will be reached sooner or later to the amount of export business on credit the exporter can undertake without assistance. The limit may be the lack of additional capital, or inability to borrow or discount larger amounts, or it may be unwillingness to assume overseas risks beyond a given figure or term of years.

Moreover, the limits to credit are not only those felt by the exporter; they also may be felt by the commercial banks themselves.

All of the industrialized countries face this problem, and each of them provides one or more forms of government assistance in the extension of export credit. The need for such public assistance is recognized for two reasons: some of the risks involved in export credit cannot properly be carried by the private sector, and some of the longer loan terms involved are not welcomed by private lenders.

At least three separate agencies of the Federal Government are primarily concerned with one aspect or another of this public assistance in the United States. First, the Agency for International Development provides loans on very long terms and often at low interest rates to help developing countries expand their capital plant and basic economic projects, and in the process arranges for the proceeds of these loans to be used in large measure—over 80% on average—to finance procurement of U.S. goods, equipment, and services.

AID also provides investment guarantees designed to encourage the private investment of capital, chiefly on an equity basis, in developing countries. True, the principal function of AID is development rather than trade expansion, but several billion dollars of U.S. exports are made possible each year as a result of AID's activities.

Second, the Department of Agriculture sells agricultural surpluses abroad on credit through long term dollar loans or, in some circumstances, for foreign currencies, as well as to exporters who have the backing of U.S. banks in extending credit to foreign buyers for up to three years.

The third Federal agency engaged in export financing is the Export-Import Bank of Washington, known for short by its cable address of Eximbank. The purpose for which the Bank was created 32 years ago continues to be to assist in financing and to facilitate the foreign trade of the United States. It is the work of Eximbank that I wish to explore.

Totally U.S.-owned

Eximbank is a corporation with a capital stock of $1 billion. All of the stock, which is non-voting, was subscribed and paid for by the United States Government. The Bank also is authorized to borrow as needed—and the Treasury is required to provide—up to $6 billion more on a revolving basis at interest rates fixed from time to time by the Treasury. The Bank may also obtain funds in the capital markets on its own notes or by borrowing against, or selling portions of, its portfolio.

In turn, Eximbank is authorized by statute to make loans and to insure or guarantee payment of credits and loans made by others in furtherance of our foreign trade, to a total at any one time of $9 billion. In calculating the amount of outstanding commitments against this ceiling, however, there is taken into account only 25% of the face amount of up to $2 billion of insurance and guarantees, so that for practical purposes our ceiling is $10.5 billion.

The Bank is classed as an independent agency of the Federal Government. Its policies are established and its day-to-day activities guided by a board of five directors. Named by the President of the United States with the advice and consent of the Senate, the directors, who serve at the pleasure of the President, are on continuous duty. Eximbank has a staff of about 300, all of whom are Civil Service

the author

R. Harry Rowntree became executive vice-president of the Export-Import Bank of Washington in 1962. He joined the Eximbank in 1948 as a staff economist, in 1955 he became chief of the economics division and later, vice president for program planning/information.

employees. Nearly one-fourth consist of professionals who are experts in the fields of economics, finance, law, and engineering.

There is also an Advisory Committee of nine members appointed by the Board, which meets several times a year. Its members represent production, commerce, finance, agriculture, and labor.

Although the Bank was originally established in 1934, the controlling legislation today is the Export-Import Bank Act of 1945 as amended. This Act gives Eximbank very broad banking powers, except for the right to issue money.

It also sets out certain guidelines for the Bank, of which three are of primary significance: each of the Bank's loans so far as possible shall be for a specific purpose; the Bank shall supplement and not compete with private capital, and each loan made—or guaranteed or insured—by the Bank shall have reasonable assurance of repayment. The last of these means that Eximbank is not a "soft loan" agency. It is a "hard loan" agency concerned with dollar loans which it expects to be repaid together with interest.

How Eximbank operates

Mr. Rowntree summarizes Eximbank's operating basis:

It is an independent agency of the Federal Government, originally established in 1934, now operating under the Export-Import Bank Act of 1945, as amended. This Act gives it broad banking powers, except for the right to issue money.

Eximbank has three primary guidelines:

- each loan so far as possible shall be for a specific purpose;
- the bank shall supplement and not compete with private capital;
- each loan made—or guaranteed or insured—shall have reasonable assurance of repayment, because Eximbank is a "hard loan" agency concerned with dollar loans which it expects to be repaid with interest.

Eximbank is guided by five directors named by the President of the United States. It has a staff of about 300, all Civil Service employees. Nearly one-fourth of these are professionals who are experts in the fields of economics, finance, law and engineering. There is also an Advisory Committee of nine appointed by the board, meeting several times a year and representing production, commerce, finance, agriculture and labor.

An export bank

Let us look now at just how the Export-Import Bank helps our country's foreign trade. Imports seldom require assistance because commercial banks, with the incoming goods as security, are well able to provide financing. Thus Eximbank in fact is an export bank.

The various ways in which exports are assisted fall into two principal types. One is called supplier credits and the other, direct loans. In the supplier credit, it is the exporter himself who arranges to sell goods or services on deferred payment terms, although he usually relies on his commercial bank for the necessary funds. The terms that he can grant thus depend largely on the terms on which he can borrow from his bank, and so generally are spoken of as commercial terms or the terms commercially customary in international trade.

Direct loans, on the other hand, are the result of a negotiation between a borrower and a lender in which the lender acts as an investment banker—but without participation in profits—and the borrower will pay cash for the items he wishes to import. In either case exports are assisted, but in the first the seller is put in a position to extend credit; in the second, a credit permits the buyer to pay cash on delivery.

Eximbank is concerned with both types of export assistance. In commercial credits Eximbank need not provide the funds themselves since they are available from the banking system, but it does help, through insurance and guarantees, in shouldering most of the risk involved in these credits. In direct lending, however, in addition to assuming the risks involved, Eximbank traditionally provides the funds as well.

What are these risks of extending credit abroad? They fall, again, into two groups. One is called commercial or credit risk, and the other, political or catastrophic risk.

There are three generally recognized commercial risks, namely, insolvency of the buyer, protracted default of the buyer, and arbitrary repudiation of the purchase agreement by the buyer. Insolvency, on the face of it, would seem to be a clear-cut risk and easy to define in something like an insurance policy, but in practice it is not always easy to prove. Thus, most commercial loss claims are paid under the heading of protracted default, where the policy also covers this risk.

Protracted default is defined as failure of the buyer, upon acceptance of the goods, to pay for them within a given period, usually six months after the due date. Why is the period such a long one? Simply because it is the custom, in many parts of the world, not to pay on the due date but only some time thereafter. Indeed, in the periodic reports of the New York Federal Reserve Bank on payments in Latin American countries, it is not unusual to find, labeled as prompt, payments habitually made within 30 or 60 days after the due date.

Repudiation is the risk that the buyer, having ordered the goods, will have changed his mind by the time they arrive and will refuse to accept them. He may wish to avoid acceptance because of a slackening in demand or a drop in price. Rather than openly repudiate his purchase contract, however, he may allege that the goods are not what he ordered or are faulty in some respect, and it is generally necessary to probe behind this apparent dispute between the buyer and seller to attempt to ascertain the truth.

Harder to collect

These three commercial risks are not peculiar to foreign trade, of course. They exist in domestic business as well, but it is more difficult for the seller to effect collection or mitigate loss when his buyer is situated thousands of miles away, it is less easy to obtain credit information on the buyer—some Latin American firms keep three sets of books, one for the government, one for the creditors, and one for the owners—and where commercial law may differ significantly from that in the United States.

Political risks, on the other hand, generally are peculiar to foreign rather than domestic trade. The chief risk is currency inconvertibility, that is, inability of the buyer to convert his local currency—which is of little value to the seller—into dollars. This is to say that, although the buyer is solvent and willing to pay, his country is not.

Are there countries in this position today? Yes, indeed. Commercial arrearages, as the situation frequently is la-

beled, exist now in Chile, the Dominican Republic and Uruguay, to name only three. In each of these, payment probably will be made after a while, but the extent of the delay usually is uncertain and the rate of exchange, when payment becomes possible, may not be the same as that of today.

Other political risks include the possibility of loss due to imposition of import restrictions after the goods are shipped or even export embargoes after they have been specially fabricated by the seller, expropriation of the goods or the buyer's business by his government without immediate and full compensation, inability to pay because of civil strife (as occurred in the Dominican Republic), or war between the countries of the buyer and the seller.

Catastrophes covered

Catastrophic risks sometimes list some of those I have just mentioned together with losses from earthquakes and other acts of God. The last mentioned risks, however, normally can be covered in the regular insurance market.

From this recital of commercial and political risks it should be evident that a potent means of encouraging exports should lie in the provision of insurance against these losses. No private group, however, has been able to insure political risks because they arise from rather unpredictable government actions, as witness current developments in Rhodesia. Accordingly, export credit insurance everywhere requires the participation of the public authorities of the seller's country.

Today, perhaps 25 countries provide export credit insurance systems for their exporters and a half-dozen others are considering establishment of such systems. In the United States this cover is available from the Foreign Credit Insurance Association, with the assistance of Eximbank.

The FCIA is an association of some 60 of the principal U.S. marine, casualty, and fire insurance companies. It issues to U.S. exporters policies covering both the commercial and the political risks—or where desired, the political risks alone—of nonpayment of their foreign accounts receivable.

Where payment of these accounts is insured, the exporter's credit department can approve credits for foreign customers with more assurance than if the accounts were not insured. Moreover, the exporter can expect larger accommodation at his bank, and at lower cost, when his foreign accounts receivable are insured than when they are not.

In discussing further details of export credit insurance, I should define three phrases in common use. Short term credits refer to cases where final payment is made after the goods are shipped, but in not more than 180 days after their arrival abroad.

Medium term credits usually refer to payment terms of one to five years, although sometimes six, seven, or eight years may be involved. These credits customarily involve payment in cash of a part of the order value by the time of shipment and the balance in equal installments not less often than semiannually, together with interest on the outstanding balance.

Finally, long term credits or loans may have final maturities of from five years to 15 or 20 years or more. The first two are commercial in nature, whereas the third is of the investment type.

Now, let us return to U.S. export credit insurance. FCIA short term policies are tailored to meet the peculiarities of credit sales of raw materials, consumer goods, spare parts, and the like. Generally these exports are sold in modest amounts on a repetitive basis to a large number of buyers in many countries. The insured exporter is required to offer for cover as much of his short term foreign sales on credit each year as may be necessary to provide the insurers with a reasonable spread of risk.

Where the credit outstanding to a customer is only a few thousand dollars at a time, the FCIA need not even know the name of the customer involved, but for larger amounts the FCIA fixes individual customer credit ceilings to limit the extent of the risk it will assume. Where a ceiling exceeds $150,000, FCIA reinsures the excess credit risk with Eximbank.

In all cases, Eximbank itself insures all of the political risks. To simplify this task, Eximbank classifies each of the more than 175 countries in the non-Communist free world in one or another of four categories, according to its estimate of the political risks involved.

The insured exporter reports monthly how much he shipped to each market category by term of credit—such as cash against documents, or 90-day sight draft—and pays premiums accordingly. Premium rates are higher for the more difficult markets and for the longer or unsecured credit terms but, for short term business, average a little less than one-half of one percent of the value of the goods shipped.

If the foreign buyer fails to pay, the exporter files a claim and FCIA indemnifies him for 90% of his loss if due to a commercial risk or 95% if a political one.

If the policy covers political risks alone, the premium is somewhat lower and 90% of loss is paid.

Where markets are regarded as unusually difficult, the cover under any policy may be reduced to 80% or 70%, or sometimes even less. In these cases the premium, of course, is reduced proportionately.

Different basis

Medium term export credit business involves equipment and is conducted to a great extent on a different basis. Although some of it, such as sales of agricultural or construction machinery to dealers abroad, are repetitive, there generally will not be more than one sale a year to a given customer, but some of these sales amount to several hundred thousand, or even million, dollars each.

Thus, medium term policies are issued on a case-by-case basis except where repetitive sales are contemplated, and the credit of the overseas buyer must be more carefully investigated. The longer term complicates the problem of assessing political risks, and indemnification never exceeds 90% of the credit or financed portion of the sale.

Export credit insurance is a relative newcomer in the United States, where FCIA has offered it for about five years. A number of European countries have used this type of insurance for about 20 years and, in the case of Britain, 40 years.

Many American exporters and banks still are insufficiently familiar with insurance and its real advantages in expanding export business. On the other hand, about one fifth of FCIA policyholders never exported before they obtained policies, and some exporters have reported export

U.S. export financing agencies

The following U.S. Government agencies are active in providing export financing for the products of U.S. business and industry:

Export-Import Bank of Washington
811 Vermont Ave., NW.
Washington, D.C. 20571

Foreign Credit Insurance Association
250 Broadway
New York, N.Y. 10007

Agency for International Development
Office of Small Business
Washington, D.C. 20523

U.S. Dept. of Agriculture
Program Operations Division
Washington, D.C. 20050

increases of 50% and 100% because of the security provided by these policies.

Finally, in fiscal 1966 about $700 million of exports were declared by FCIA policyholders, although this still is regarded by many observers as an undesirably low figure for the United States.

Although the only form of public assistance for short term export credits is the insurance offered by FCIA together with Eximbank, medium term credits present a different story. Here two parallel, indeed competing, systems of assistance are available.

In addition to the medium term FCIA-Eximbank credit insurance which I have described, there is also a five-year-old system of Eximbank medium term guarantees to commercial banks.

Although the real differences between insurance and guarantees are technical and largely minor, we speak for convenience' sake of "insurance" when we refer to the policies issued by the FCIA to exporters, and of "guarantees" when we refer to undertakings given by Eximbank either to financial institutions or sometimes directly to exporters themselves.

Guarantees vs. insurance

How do these bank guarantees differ from insurance? First, they are available only when banks will finance medium term export sales without recourse on exporters. This is important, because it is normal bank practice to finance exporters or their exports on a recourse basis. That is, if the foreign buyer fails to pay for any reason, the exporter nevertheless is responsible for repaying his bank.

Where the financing is without recourse on the exporter, however, the bank cannot recover from the exporter if the buyer does not pay. Banks are willing to provide such financing in most cases only if they have guarantees from Eximbank against nonpayment or, sometimes, if the export transaction is insured by FCIA.

Nonrecourse financing, under Eximbank guarantees, is unique; only the United States has developed this means of assisting exports.

Second, Eximbank relies heavily on the credit judgment of commercial banks to minimize its own work of credit investigation. Therefore it requires the banks to assume for their own account the commercial risks on the first half of the maturities or the first 18 months, whichever is shorter. Thus the guarantee purchased from Eximbank for a fee covers only political risks on the early maturities but both political and commercial risks on the later ones.

Third, bank guarantees are useful for those exporters who need financing, whereas FCIA insurance is beneficial not only for this purpose but also for those exporters who, because they are adequately financed, do not require funds but only wish to obtain protection against loss.

Fourth, the fee for a guarantee to a bank is somewhat less than the FCIA insurance premium on an identical transaction. This is due in part to assumption by the banks of the commercial risks on the early maturities in guaranteed cases.

Other types of guarantees also are available from Eximbank. They cover the risks involved when goods are exhibited abroad at trade fairs, or are leased to users overseas instead of being sold. They are also provided when services, such as architectural or engineering design, feasibility, or geophysical studies, or construction work, are to be performed abroad on a deferred payment basis.

These guarantees are issued directly to exporters or lessors just like FCIA insurance policies but, because these fields still are new and are being explored, the pioneering is being done by Eximbank.

Mention should be made of the Union d'Assureurs des Credits Internationaux, or Berne Union as it is commonly known. This is a sort of trade association of about 25 export credit insurers in 20 countries of the free world. American members are the FCIA and Eximbank.

In periodic meetings the problems of export credit insurance are discussed and, where possible, common positions are taken by the members.

One of the principal problems of concern to everyone is the tendency of exporters under the stress of competition to lengthen the credit terms offered. Berne Union members continually resist this tendency, but not always with success.

In the last two or three years cover has been given on an increasing number of credits with maturities of six, seven, or eight years so that it no longer can be said that commercial credits are limited to five years or less.

However, an unrestrained international race to lengthen the terms of credit has thus far been avoided and the problem now is being considered by governments themselves in the OECD, as well as by the members of the Berne Union.

I said earlier that all of Eximbank's activities could be grouped under either of two headings, namely supplier credits and direct loans. A direct loan is the result of a request by a prospective borrower for dollars to be spent for U.S. goods and services and to be repaid with interest over a period longer in most cases than is customary for a commercial credit.

Direct loans, which for most of its 32 years have been Eximbank's principal business, take several forms. Most common are capital equipment loans to procure machinery for steel mills, electric power plants, and many forms of the transportation, communications, and heavy industries.

Generally the equipment required for one of these projects is obtained from a number of different U.S. suppliers, and I remember the case of just one cement plant abroad where equipment purchases

Eximbank's financial record

Mr. Rowntree lays out the pertinent Eximbank figures:

Over 32 years, it has authorized $16.3 billion of loans, plus $5 billion of export credit insurance and guarantees, for a total of $21.3 billion. More than $4.9 billion of the total has expired unused for one reason or another, and about $3 billion, although committed, has not yet been used. Of $13.4 billion used, $9.2 billion has been repaid, $4.2 billion is outstanding.

Losses? Some; in Cuba after Communist takeover, payments stopped on $30 million of Eximbank loans to subsidiaries of U.S. companies. A few small loans to private borrowers have met defaults through insolvencies. Several loans to friendly governments are in default or in danger of it. Total losses: about $100 million in loan principal, or six-tenths of one percent of loans disbursed.

Income? In 1966, about $179 million gross from interest, guarantee fees, and its share of insurance premiums. Administrative expenses were less than $4 million. Interest paid on all borrowings—from Treasury or otherwise—was $60 million. Net income was thus about $114 million, of which $50 million was paid to the stockholder, the Treasury, and $64 million added to Eximbank retained income reserve. This reserve now is at $1 billion, the equivalent of the bank's capital stock.

under the loan were made from more than 1,000 different American manufacturers.

Eximbank's lending rate for this purpose today is 6% per annum and there is no other cost to the borrower: he pays interest on the outstanding amount as he draws under the loan and begins repayment of principal after the plant or facility has been built and is in use.

The sale abroad of U.S. jet aircraft is a special type of this kind of financing. Here, standard terms involve payment of 20% of the price in cash by delivery and the balance in 14 equal semiannual installments with interest, the manufacturer taking for his own account 10 or 15% of each installment, with Eximbank being responsible for the remainder on a nonrecourse basis.

In this way the sale of hundreds of millions of dollars of commercial jets to foreign airlines has been made possible.

Another form of direct loan is used each year to help the export sale of U.S. cotton. On terms usually calling for payment in 12 months, a bank or banks in the importing country borrow large sums from Eximbank each year. These have financed the purchase over the years of several million bales of cotton that otherwise might never have been exported.

A third form of direct credit is called an emergency foreign trade loan. From time to time one country or another finds itself with a temporary dollar shortage. This might compel it to restrict sharply its imports from the United States.

Where appropriate, large government-to-government credits may prevent these occurrences and permit our exports to continue uninterrupted. One example was the provision in 1964 of massive credits, totaling $3 billion, to defend the pound sterling, by the International Monetary Fund, the central banks of a number of countries, and Eximbank.

A fourth kind of direct loan is called the discount loan. While Eximbank's other direct loans are authorized to assist specific U.S. exports, these loans seek to achieve a similar end through the more indirect means of encouraging commercial bank financing.

Discount loans are made to U.S. commercial banks. The size and terms of such loans are determined by the eligible export debt obligations held by a specific commercial bank. Eligible obligations are those with an original term of at least 180 days and relating to exports shipped since March 1, 1966. A bank may borrow from Eximbank up to one-half of the dollar amount of the eligible obligations which it holds, for a maximum term of one year or less if the average remaining life of the eligible obligation is less.

The interest rate charged by Eximbank depends upon whether the obligations are fully or partially guaranteed by Eximbank or insured by FCIA, or are wholly unguaranteed or uninsured. In general the rate is the lower of either Eximbank's lending rate (currently 6%) or the cost of money to Eximbank as determined by Eximbank (currently higher than 6%).

On September 1, 1967 and annually thereafter, Eximbank will also consider applications from commercial banks for additional discount loans against the unmatured principal of the same obligations, the amount of these loans being determined by the net increase in all export debt obligations of any maturity held by the particular bank at that time, compared with September 1, 1966.

The purpose of this program is to enable commercial banks to expand their participation in export financing during periods of stringent money availability.

The total of direct loans provided by Eximbank in fiscal year 1966 was about $1 billion. When the $1 billion-odd of insurance and guarantees is added, total Eximbank assistance to U.S. foreign trade last year was just over $2 billion, or about one-fifth of our exports sold on credit.

In closing, let us look for a moment at the Bank's record. During its 32 years of life the Bank has authorized $16.3 billion of loans, plus $5 billion of export credit insurance and guarantees, for a total of $21.3 billion. More than $4.9 billion of the total has expired unused for one reason or another, and about $3 billion, although committed, has not yet been used. Of the $13.4 billion that has been used, $9.2 billion has been repaid and so $4.2 billion presently is outstanding.

Loss experience

Now, what has been the loss experience of the Bank? There have, of course, been losses: following the Communist takeover in Cuba, payments stopped on some $30 million of Eximbank loans to subsidiaries of U.S. companies; a few small loans to private borrowers elsewhere have not been paid in full because of insolvency; and loans to several friendly governments either are in default or are in imminent danger of becoming so.

Altogether, perhaps $100 million in principal of loans are uncollectible or quite doubtful as to payment. Thus losses may have reached as much as six-tenths of one percent of loans disbursed, a very low figure indeed.

Finally, a word about the Bank's income record. Gross income in fiscal year 1966 was $179 million from interest, guarantee fees, and its share of insurance premiums. Administrative expenses were less than $4 million and interest paid on all borrowings—whether from the Treasury or otherwise—was $60 million. Thus net income was about $114 million.

A dividend of $50 million (for a dividend rate of five percent) was paid to our stockholder, the Treasury, and the remaining $64 million was added to Eximbank's retained income reserve. This reserve, after 32 years in business, now amounts to $1 billion or the equivalent of the Bank's capital stock.

Eximbank authorizes $2,142 million in '66 for loans, other aid

Amount up $283 million from 1965; assistance helps U.S. sell abroad

The Export-Import Bank of Washington authorized loans, guarantees and insurance totaling $2,142 million during the 1966 fiscal year.

As reported in the Eximbank's annual report to Congress, the total compared with $1,859 million authorized by the bank during the previous year. These loans and other forms of financial aid facilitate overseas sales of U.S. goods and services.

Eximbank's 1966 authorizations included $1,142.4 million of direct loans to overseas borrowers. Eximbank guarantees, mostly to commercial banks which extend credit to U.S. exporters, totaled $300.1 million. Insurance against commercial and political risks authorized by Eximbank for issuance by the Foreign Credit Insurance Assn., both short and medium term, aggregated $692.8 million.

Eximbank's direct loans financed the sale of capital equipment needed in a variety of projects around the world, ranging from $318,000 to Iceland to purchase a dredge in the U.S., to $40 million to finance U.S. purchases of steel making equipment sold in Spain.

During fiscal 1966, U.S. commercial banks received Eximbank guarantees of $297.9 million on export transactions having installment payment terms with final maturities of up to seven years.

A total of 2411 policies with a face value of $692.8 million were authorized by Eximbank to be issued by the Foreign Credit Insurance Assoc. during the fiscal year. Of the total amount of insurance authorized, more than 85% covered sales involving credit terms of less than

181 days. These FCIA policies insure payments to exporters on sales of agricultural commodities, industrial products, durable consumer goods and a wide variety of machinery and equipment to buyers in all parts of the non-communist world.

The inflow of dollars during fiscal 1966 for exports assisted by Eximbank made an estimated total contribution to the U.S. balance of payments of $1.5 billion. Of this amount, roughly one-half or $721 million was on account of principal repayments and interest on outstanding Eximbank loans and, to a lesser extent, from the sale abroad of participations in its loans.

The balance of some $750 million represents initial cash payments and repayment of principal and interest received by others in connection with loans guaranteed or insured by Eximbank.

As of June 30, Eximbank's outstanding loans, undisbursed loan commitments, insurance, and guarantees totaled some $7 billion. Eximbank owed the U.S. Treasury $177.8 million and owed others $1,385 million on outstanding certificates of participation in pools of its loans. Uncommitted lending authority as of June 30, was $3,083.9 million.

In the fiscal year Eximbank had a gross income of $178.7 million from interest and fees. Administrative expenses were $3.8 million. Interest paid on funds borrowed and other financial expense totaled $60.7 million. A dividend of $50 million was declared on Eximbank's capital stock, payable to the U.S. Treasury. The balance of $64.2 million in earnings was credited to Eximbank's retained income reserve, which stood at $1,008.1 million on June 30.

Copies of the bank's annual report can be purchased for $1. **Write:** Superintendent of Documents, Government Printing Office, Washington, D.C. 20402.

Standards unit elects

The 16-nation Pan-American Standards Commission has chosen Francis L. LaQue of the U.S. as its vice-president at a recent meeting in Guatemala. The commission, organized in 1960, has more than 100 projects in standardization now under way in textiles, construction, metallurgy and five other commercial fields. The United States of America Standards Institute, 10 E. 40th St., New York 10016, is the U.S. member unit.

Mr. LaQue, who has served as chairman of the U.S. Department of Commerce Panel on Engineering and Commodity Standards, is vice-president of International Nickel.

ICELAND BUYS U.S. DREDGE: Ambassador Petur Thorsteinsson (left) of Iceland remarks on the importance of a 14-inch hydraulic pipeline dredge built by Ellicott Machine Corp. to the development of the fishing ports in Iceland following ceremonies accepting the unit at the company's offices in Baltimore. Looking on are (center) Richard E. Bowe, President of Ellicott and (right) Hordur Helgason, Counselor, Icelandic Embassy. A $318,000 Eximbank loan helped buy the dredge and associated equipment.

State export office proposed to guide S. Carolina traders

Unit would help organize state's fast-growing export campaign

A state-operated export promotion office has been proposed to help give direction to South Carolina's fast-growing foreign trade effort.

The proposal was made to the 150 exporters attending South Carolina's Third Annual World Trade Conference recently in Greenville by Dr. James A. Morris, a University of South Carolina vice president who is also the chairman of the state's Regional Export Expansion Council.

If the project gains sufficient support, such an office could be created by the Governor of South Carolina, and would operate as a part of the state's Department of Research and Development.

Dr. Morris also recommended that the state study and emulate neighboring North Carolina's use of a U.S. Trade Center overseas for a showing of the state's export products. North Carolina's "Apparel Week" show at the Stockholm Trade Center in late October was the first such use of a trade center by an individual state.

Conferees also heard Washington representatives of the Commerce Department describe the assistance they can provide in helping U.S. firms conclude licensing or joint venture agreements with foreign businessmen, and how U.S. trade centers, trade missions and trade fair participation can help boost overseas sales.

As one indication of South Carolina's export growth, state Farm Bureau President David Sloan reported that agricultural exports have jumped from practically nothing to $50 million in the three years since completion of a grain elevator at the North Charleston Terminal.

Strictly commercial

"These have all been strictly commercial transactions, and the demand shows no sign of slacking off," commented Paul Quattlebaum, Director of the Commerce Department's Charleston Field Office. "The growth of soybean exports has been phenomenal," he said.

In addition to tripling the grain elevator's capacity, South Carolina State Ports Authority officials reported that it is engaged in a $6 million program to expand Charleston's port facilities. The Authority says it has spent more than $25 million in recent years on construction to meet the demands of foreign trade.

The State Ports Authority also maintains that South Carolina's export growth of from less than $50 million at the end of World War II to $400 million in 1965 was the fastest growth rate among the states. Total exports passing through the South Carolina Customs District jumped another 35.8% during the first six months of 1966.

SYMPOSIUM PARTICIPANTS Francis McCune (l.), vice president of General Electric; Samuel H. Watson (c.), manager for corporate standardizing for RCA; and Elmer S. Groo (r.), vice president of IBM World Trade Corp. discuss technology, world trade at National Bureau of Standards dedication.

Better measurement standards in world judged 'over horizon'

National Bureau of Standards symposium hears of progress; free flow of industrial technology, management skills urged

Better measurement standards for the world are just over the horizon, participants in a symposium on trade and technology at the new National Bureau of Standards laboratory complex were told.

This progress was described by Francis McCune, General Electric vice-president, who said: "There is no question but that international standards will, more and more, become the commercial documents by which future international trade will be conducted."

He and other speakers told of standardization moves by such organizations as OECD, EEC, EFTA, NATO, the International Atomic Energy Agency, the International Commission on Radiological Protection, the International Electrochemical Commission, the International Standards Organization, the International Organization for Legal Metrology, the International Commission on Rules for Approval of Electrical Equipment and the United States of America Standards Institute.

Welcoming the participants, Secretary of Commerce John T. Connor pointed out that the National Bureau of Standards has newly equipped itself for cooperating with business and industry in international standardization of industrial products, development of performance criteria for technical goods and services and of methods for measuring the performance of entire systems, and the dissemination of scientific data and technical information.

These efforts, he observed, are in keeping with a world trade volume now approaching $200 billion a year, having doubled in the past ten years.

How corporations may organize to meet national and international market needs at the same time was discussed by Elmer S. Groo, IBM World Trade Corp. vice president. His firm, he said, runs the technological side of its business on an essentially uniform worldwide basis—"an engineer in our laboratory in Poughkeepsie, N.Y., can (using facsimile equipment) talk with and jointly design circuits with an engineer in Hursley, England, transmitting designs back and forth as they work."

On the managerial level, Groo continued, IBM strives to keep each overseas operation "a part of that country's industrial economy, responsive to national goals and interests and equipped to provide the same level of support and service to the customer that we would in this country."

Dr. Aurelio Peccei, Olivetti chief executive in Ivrea, Italy, said new approaches are needed to spur international exchange of basic and applied technology. As a contribution to this, he described an Italian governmental proposal for an agreement starting among NATO countries and possibly joined later by other countries.

"To reach such an agreement, the interested governments should first of all subscribe to a joint political declaration of intent in this vital area, and then call on a special conference to lay the basis for a unified European technological organization which, in turn, may pave the way for a true cooperation, as more or less equal partners, with the United States."

The roles of skilled management and of individual invention and entrepreneurship were the focus of much discussion at the symposium. Speakers pointed out that neither scientific discovery nor heavy research and development expenditures automatically bring about technological advance.

Bell & Howell President Peter G. Peterson said fulfillment of the promises of science and innovation requires "an impedance match between the laboratory and the market place," and may be as much a matter of facility with convertible debentures as with "masers, lasers and quasars."

Is America leading or trailing Europe technologically? Yale economist Richard N. Cooper, noting that both assertions have been made, sought to reconcile the apparently contradictory doctrines. He held that the first errs by taking account only of the rapid stream of U.S. innovation while the second overemphasizes the increase in diffusion of U.S. know-how among European competitors.

With Western countries looking more alike in structure of production, Cooper raised the "ironic" possibility "that in the course of time there will be a swing back in relative importance to 'traditional' trade, trade in food and raw materials,

whose production costs are rooted in natural endowments, while advances in technology and rapid dissemination of new knowledge permit many countries or small groups of countries to produce their own requirements."

Competition and cooperation were treated as opposite sides of the same coin by symposium participants concerned both with the free flow of world trade and improvement of world living standards.

The cooperation note was sounded vigorously by Vice President Hubert H. Humphrey in a banquet address.

Hailing British Prime Minister Wilson's proposal for a European Technological Community, Humphrey also backed: more and faster economic integration of developing Latin American, Asian and African nations; an international patent system; possible establishment by private corporations from various countries of "joint training institutes in talent-short parts of the world"; increased receptivity by U.S. Government agencies "to proposals from other governments, from international organizations, from private companies or groups of companies, from any source in fact which wants to put technology to wider and better international use."

Dr. Pierre Uri, studies director for the Atlantic Institute in Paris, decried international cooperation that is carried on in a spirit of competition—"two countries come together to beat a third one"—but found encouragement in the existence of some 300 national and regional organizations dedicated to various forms of international cooperation.

On a *quid-pro-quo* basis, he suggested, causes of friction could often be resolved: in Kennedy Round negotiations, less developed countries seeking tariff concessions for their infant industries could reciprocate by opening their doors to foreign investment; host countries could grant to subsidiaries of foreign companies freedom to export; foreign firms could be left free to hire without regard to nationality; it would "serve a terribly useful purpose" if U.S. firms could be persuaded to pursue some of their research in host countries, and so on.

Feivel Hadass, director of Israel's Standards Institution in Tel Aviv, counseled that emerging countries need simple, not sophisticated, technology. Lack of international standardization for many items, he said, is "always a nuisance, often a waste of time and money, and always a serious trade barrier." He expressed a conviction that the United States could provide more dynamic leadership towards establishing an international yardstick—"a meter-stick"—for world trade.

FIRST INTERNATIONAL SALES MEETING of Velsicol Chemical included a visit to the wheat pit at the Chicago Board of Trade. Board Vice President Warren W. Lebeck is explaining its workings to Ashov V. Ghate of New Delhi (l.), Benjamin B. Dionisio of Manila, and Colin C. Billington of Sydney.

Chemical company brings its world salesmen to Chicago

Firm's first global sales meet held after move to inland hub

The first international sales meeting in the 35-year history of the Velsicol Chemical Corp. was held recently at the firm's headquarters in Chicago.

After operating in New York City since its founding in the mid-1940's, the international division of the U.S. chemical firm has been moved inland to Chicago.

To emphasize the firm's new outlook on foreign trade, Velsicol brought more than 20 of its representatives from Asia, Australia, Canada, Europe and Latin America to Chicago for the international sales meeting.

The international men were given a comprehensive look at all products in Velsicol's three divisions: agricultural crop protection chemicals, resin products and industrial chemicals.

Research, sales, advertising, public relations, commercial development, patents, distribution and financial aspects were covered in briefings by home-office personnel.

Laced between nuts and bolts conference sessions for overseas personnel, were tours of Velsicol research laboratories and the Chicago pilot plant and a visit to the firm's research farm at Woodstock, Illinois.

One hundred and twenty-five of Versicol's 1,300 workers are employed overseas, and each of them is a native of the country to which he is assigned.

Hathaway reports that overall company sales are reaching toward the $100 million mark, with the export portion significantly above average for the chemical industry. "We anticipate more rapid sales growth overseas than here at home, due to critical world food shortages outside the U.S. which demand the use of crop protection chemicals."

Velsicol Chemical was recently acquired by the Chicago and North Western Railway.

In addition to its export growth plans, Velsicol has also acquired partial ownership of a Mexican chemical facility and is actively seeking ownership arrangements elsewhere around the world.

ALASKA AIRLINES EXPORT PROMOTIONS included shipment of frozen seafood products. This silver salmon, being admired by a Danish diplomat, was displayed at a U.S. foods exhibit in Brussels.

Alaska Airlines wins 'E' award with low foreign tourist fare plan

Opened offices in Paris, Tokyo to publicize travel to the U.S.; aids American manufacturers in developing export markets

Alaska Airlines, Inc., has received the Presidential "E" award for its support and promotion of the VISIT USA program of the Department of Commerce's U.S. Travel Service. The airline inaugurated a flat-rate fare for international visitors, established travel promotion offices abroad, and participates in tourist promotion missions to Japan and Europe. In addition to encouraging travel to the United States, Alaska Airlines has provided assistance to American manufacturers in the development of export markets.

In 1962 Alaska Airlines devised a plan to enable foreign visitors to tour the USA for 15 to 45 days at a cost of $100 to $200. Alaska Airlines President Charles F. Willis, Jr., submitted the proposal to the Association of Local Transport Airlines in Copenhagen in response to President John F. Kennedy's request to promote the "See the USA" campaign and to help America's balance of payments. Under the proposal, visitors would be able to travel from coast to coast quickly and cheaply and thus see much more of the country than if they were limited by time and money to a few of the gateway cities. The local carriers and the Civil Aeronautics Board agreed, and the following year the Air Transport Association of America concurred. The plan went into effect in September 1963.

Alaska Airlines has a route that serves the following cities in Alaska: Anchorage, Nome, Fairbanks, McGrath, Unalakleet and Kotzebue, in the Arctic Circle. The route also extends to Seattle, Wash. Alaska Airlines has adopted a "Gold Rush" theme in its public identification.

Acting on a suggestion by Alaska Airlines, the State of Alaska sent a group of delegates on a tour of Japan in 1963 to begin a program of promotion of tourism. Another Alaskan group visited eight major European cities in 1965.

To further promote travel to the United States, Alaska Airlines opened offices in Paris and Tokyo in 1964. Through the use of radio, television and the press, the international offices publicized the VISIT USA program, called attention to expanding horizons in the United States and promoted the State of Alaska in particular.

Since the establishment of these overseas offices, more than 400,000 brochures have been printed in French, German, Swedish, Danish, Norwegian, Italian, Japanese and English, and distributed to prospective travelers throughout the world. In addition, talks and movie and slide presentations have been given to selected audiences through the cooperation of leading travel agents in Europe and the Orient.

The foreign airlines serving America through the Anchorage Gateway (SAS, Lufthansa, KLM, Japan Airlines and Air France) have cooperated with Alaska Airlines to reach larger audiences and build Alaskan displays in their ticket office windows. Sales and ticketing personnel of these foreign carriers have participated in educational seminars on the United States, with special emphasis on Alaska.

The Paris and Tokyo offices of Alaska Airlines have arranged tours of Alaska for sales personnel of travel agencies and airlines—the people who will actually be selling tours of the USA to residents of other countries.

More than 75,000 persons traveling between Europe and the Orient in 1965 stopped over in Anchorage—the only time they touched U.S. soil during their trips.

In February 1966 Alaska Airlines sent six Eskimos and airline personnel to Sapporo, Japan, to participate in that city's 17th Snow Festival. More than four million people attended the Festival, and became acquainted with America's newest gateway and its people. As a direct result of this promotion, the Hokkai Times newspaper is sponsoring a tour of Alaska during the summer of 1967.

In anticipation of increased tourism, Alaska Airlines has purchased the land on which the old Bering Sea Hotel stood and has begun construction on a new hotel, to be decorated in the style of the Gold Rush.

Alaska Airlines has also worked with exporters. For example, assistance was given to the largest exporter of hair seal, a product which now moves by air for final processing in Germany and Holland. The European sales promotion office has exhibited Alaska seafoods, to encourage their export.

The "E" award was presented to Alaska Airlines President Charles F. Willis, Jr., by Senator E. L. Bartlett.

SECRETARY OF COMMERCE JOHN T. CONNOR (right) examines the products of Bio-Dynamics, Inc. at the London Trade Center show of medical and hospital equipment recently. Secretary Connor officially opened the show on Nov. 9. Bio-Dynamics representatives are Joseph Borders (left) and W. D. Eason (center).

Sale of artificial kidney machines highlights London Trade Center medical exhibition

Secretary of Commerce Connor opens exhibit of products by 33 U.S. firms; ten-year British hospital expansion program expected to stimulate sales

Officially welcoming over 200 guests to the U.S. Trade Center in London on Nov. 9, Secretary of Commerce John T. Connor opened the Center's latest trade exhibition of U.S. products, this time medical and hospital equipment.

Thirty-three American firms were represented in the Trade Center for the show, each seeking a part of the $106 million British market for medical equipment.

A ten-year hospital expansion program launched this year by the British Government calls for annual expenditures of $36 million to equip new facilities, in addition to the $70 million now being spent each year to replace existing hospital equipment.

Products on display at the show included medical electronics units, surgical and diagnostic disposables, and equipment for use in a variety of medically oriented laboratories.

Specialized machines such as monitoring equipment, ultrasonic devices, solid state detectors, bio-medical recording systems, neurosurgical equipment, and equipment for diagnostic or therapeutic use in hospitals or doctors' offices are also expected to enjoy high sales potential in the United Kingdom.

A highlight of the show, with coverage provided by London papers and trade journals, was an order placed just before it with the Milton Roy Co. of St. Petersburg, Fla. for 12 artificial kidney machines, worth nearly $48,000. During the show three more units were sold.

The order was placed by a newly formed group, the National Kidney Center, located in London. Center director Murray Medway called the machines "the finest in the world," and explained that the Kidney Center is now trying to raise enough money to buy 50 more.

Another new product which drew great interest in the medical profession at the show was a brain surgery unit which utilizes ultrasonic sound waves to destroy diseased tissue inside the brain without damaging the skull or healthy tissue. The unit is manufactured by Baltimore Instruments.

Top-level visitors to the opening of the week-long show included Sir Harold Wernher, Bart., Chairman of the King Edward VII Hospital for Officers; Vice-Marshal Hugh Sidey, Deputy Director for Medical Services (Air); Vice-Admiral Caldwell, Medical Director General (Naval), Ministry of Defense; and other hospital and medical society officials.

Sales of $2 million seen from Hong Kong

Three agents signed at exhibition of U.S. light industrial machinery

The U.S. Light Industrial Machinery Exhibition in the British Crown Colony of Hong Kong closed Nov. 11 with the 29 U.S. firms in the show reporting off-the-floor sales of $553,267. Estimates of sales during the next year as a result of the Hong Kong show totaled nearly $2 million.

Of the four exhibitors who were seeking local sales agents, three signed representatives during the show, and the fourth was negotiating for a local joint manufacturing venture as the exhibition closed.

Attendance by invited trade visitors for the 11-day period of the show was 4,823. Public attendance was limited to one day, when 4,680 people viewed the exhibits.

Exhibitors and local agents were highly satisfied with sales and contact results of the show. Boyar-Schultz Corp.'s vice president said, "Prospective customers had heard of our machines, but had never had an opportunity to see them in operation before."

"A large number of sales leads generated. We will get a fair share of the local market," was the reaction of the Burgmaster Corp. representative. Fenway was "happy with sales and with finding local agent."

Omark signed an agent and reported, "excellent exposure to business prospects —immediate sales imminent." Liberty reported several machine tool orders pending, and was negotiating with three local applicants for a joint manufacturing agreement.

U.S. exhibit at Moscow will show latest food processing, packaging, distribution equipment, machines

INPRODMASH to be sponsored by several Soviet trade groups; 'Farm to Table' theme will stress agricultural modernization

Moscow's Sokolniki Park Fairgrounds will be the site for an international exhibition of food processing, packaging, and distribution equipment, scheduled for May 16-29, 1967.

The Fair, officially called INPRODMASH—67, is sponsored by the USSR Chamber of Commerce, the Moscow City Soviet Executive, and various Soviet economic and foreign trade organizations. The United States Information Agency is organizing participation in the fair by American companies.

The American Embassy in Moscow has recommended U.S. participation in INPRODMASH—67, stating that the exhibition offers opportunities to demonstrate machinery in a field in which the United States excels. U.S. firms in the fair might also open channels of communication with Soviet industry officials and specialists.

Latest food machinery

The Soviet organizers of the exhibition expect INPRODMASH—67 to demonstrate the latest achievements in the development and use of modern food machinery and equipment for retail trade and public catering, help Soviet and foreign business circles establish contacts, expand trade, and allow an exchange of scientific and technological experience in designing and use of food machinery and equipment for trade and catering.

Lectures and readings of papers by Soviet and foreign scientists and experts are planned, as well as discussions of specific problems of mechanization and automation of production processes in food industries and retail trade. The lectures and papers will be accompanied by demonstrations of various materials, slides, and scientific and industrial films.

The 10,000 square foot exhibit will be based on the theme, "Farm to Table," and will feature economic and commercial aspects of food processing, packaging, and distribution including automation, safety, sanitation, transportation, merchandising, and end-product innovations.

Private industry exhibits will be grouped into the three categories of processing, packaging, and distribution and marketing. USIA will design, construct, and coordinate all phases of the showing.

INPRODMASH sponsors have indicated that automated equipment is particularly suitable for display. Categories in which sales possibilities appear to be especially high include: bread and macaroni production; grain and cereal processing; production of mixed cattle fodder; fish and seafood products; sugar production processes; fat and oil processing; and meat processing, handling of meat by-products, and waste utilization.

Vegetable and fruit processing machinery should also draw buyer interest at the fair, as should confectionery production machinery, yeast and fermenting equipment, separators, and drying equipment.

Sales potential

Other products with good potential sales opportunities in the Soviet Union, according to the fair organizers, include: food parcelling and packaging machinery; bottling and corking equipment for liquid foods; and loading, conveying, and storing facilities for packed and unpacked loose products.

Specialized modern equipment in great demand for modernization of the Soviet food processing industry includes ultrasonic treating equipment; thermal processing tools; synthetic materials for packing, transporting, and storing food products; computer programming units for production and processing control; and the latest pumps, compressors, and blowers.

Equipment for use in retail food establishments will also be shown at the fair, including: refrigerating machinery; automatic shop machinery and goods delivery equipment; fruit and vegetable storage facilities; and specialized handling equipment for trade and public catering establishments.

At a recent meeting, Secretary of Commerce John T. Connor joined with U.S. Ambassador to the Soviet Union Llewellyn Thompson, USIA Deputy Director Robert W. Akers, and representatives of the food processing and packaging industries to study terms of a joint U.S. Government-private industry participation in INPRODMASH.

Ambassador Thompson said that U.S. entry into INPRODMASH—67 would be in the national interest, adding that an exhibit would demonstrate U.S. willingness to expand trade.

Companies wishing to participate in INPRODMASH should contact Bernard Pollak, Associate Project Director and Industrial Liaison, Exhibits Division, U.S. Information Agency, Washington, D.C. 20547, telephone Area Code 202, DUdley 3-2866. Agreements to participate cannot be accepted after Dec. 15.

Countries already in the exhibition are Austria, Belgium, Czechoslovakia, France, Finland, East Germany, West Germany, Hungary, Italy, Japan, Netherlands, Poland, Sweden, Switzerland, and United Kingdom.

JUREMA planning seminars on measuring, automation

Yugoslavia will host the 12th Seminar and Exposition on Regulation, Measuring, and Automation (JUREMA), set for Apr. 15-23, 1967. The JUREMA will be held in association with the annual Zagreb Spring Fair.

U.S. participation in the seminars and in the exhibition of modern measuring, automation, and regulation equipment is encouraged by the fair organizers, since the United States is recognized as the world leader in the fields to be covered by the two phases of JUREMA, according to the meeting directors themselves.

More than 32 countries are already expected to be represented at the 1967 edition of JUREMA, either with national exhibitions, or with delegations present. At least four prominent American scientists from U.S. universities and corporations will be among the speakers.

The stated purpose of the JUREMA is to follow, study, and broaden knowledge in the fields related to the subject of the show and seminars. The management hopes to have enough product exhibits so that theoretical discussions in the lectures may be tied in with actual product demonstrations.

Write: JUREMA, Zagreb Spring Fair, Zagreb, Yugoslavia.

Electronic equipment largest Tokyo show

The excellent reception given to the exhibition of production equipment for the electronics industries at the Tokyo Trade Center, Oct. 25-Nov. 2, was seen as another confirmation that the business slump experienced recently in Japan is now history.

In the largest show staged yet at the Center, 38 U.S. firms rolled up an impressive $511,391 firm order record for the period of the show, and estimated that they would sell $3.1 million worth of equipment in the Japanese market during the next year as a result of the show.

In welcoming the exhibition, Kenichiro Komai, president of the Electronic Industries Association of Japan, emphasized that the show would "contribute to the further development of the industry in both countries."

U.S. Minister John K. Emmerson stated, "The electronics industry in Japan is a key industry as it is in the United States," and predicted a steady increase of "opportunities for trade, investment, and sharing of technology."

SUPER-CLEAN ENVIRONMENTAL EQUIPMENT (above) was shown by Farr Co. Industrial marking machines (below left) by Markem Machine Co. attracted much buyer interest. Alan Kest (below right) of Norfax Corp. points out his firm's products to Kenichiro Komai and John K. Emmerson, U.S. Minister.

ALLIED MANUFACTURERS INC. president Benson Austen (at left below) explains equipment on display at his company's booth to Kenichiro Komai and U.S. Minister Emmerson as they visited the exhibition.

LOCAL REPRESENTATIVE of the Aro Corp. demonstrates his firm's miniaturized air guns. At left is Kenichiro Komai, president of the Electronics Industries Association of Japan.

Thailand tourist industry paces boom in construction of hotels, restaurants, office buildings

Equipment, supplies for new, renovated facilities to be shown in March exhibition by U.S. firms at Bangkok Trade Center

With Thailand entering its eighth straight year of dynamic economic expansion, and upholding its reputation for a sound economy, fiscal integrity, political stability, and a sound trade outlook, prospects for sales of American goods in the Thai market are at an unprecedented high.

Setting the pace in Thailand's rapid expansion is the construction industry, with hotels, apartments, restaurants, homes, and institutional buildings being started every day. Tourism is increasing by some 15% yearly, and consumer service facilities are in increasing demand.

The Thai market is wide open for imported equipment of modern design for initial installation in new buildings and to replace outmoded items in remodeling of existing buildings. Few local industries supply the kind of equipment needed for such installations, and virtually the entire demands of the economy in this area are filled by imports.

The show of equipment and supplies for buildings planned for March 22-30 at the U.S. Trade Center in Bangkok offers an ideal opportunity for U.S. firms to gain market exposure for their products and to sign up permanent representatives in the Thai market area.

Market surveyed

Information gathered by the staff of the Trade Center in market surveys shows Thailand to be an excellent market for U.S. products. In 1965, the country's total imports amounted to $732 million, almost 20% of which was supplied by the United States. Japan's convenient location and diversity of products have kept it in first place as supplier of Thailand's import needs, followed by the United States, Great Britain, and Germany.

The bulk of Thailand's imports are capital goods, and most are for equipping new plants and facilities. One factor which works in favor of U.S. products in the area is that Thai buyers are not so much interested in labor-saving devices, since the level of wages is still quite low, as they are in machinery and equipment of high quality and durability.

U.S. equipment enjoys an established reputation for quality of workmanship and durability of construction, and thus has a decided advantage in many instances.

The market for supplies and equipment for the hotel trade is burgeoning with the expansion of tourism in Thailand. Items such as contract hotel furniture, floor coverings, vinyl tile, carpeting, casement doors, door frames, and other building hardware are in exceptionally high demand now.

Hotel equipment needed

Other hotel goods with excellent sales possibilities include plumbing, wiring, and related systems, master-keyed lock sets, drapery and curtain hardware, passenger and freight elevators, internal communications systems, and laundry and dry cleaning machines.

Apartments have only recently been introduced to Thailand, and are found mainly in Bangkok, but they are growing in popularity, and many new apartment houses are planned. Builders indicate a definite need for plumbing and sanitary fixtures, specialized hardware, hot water heaters, steel and aluminum windows and doors, electric lights and fixtures, and major kitchen appliances.

Both the restaurants which cater specifically to tourists and those which are patronized more by the local population are good targets for U.S. equipment makers. Since most Thai meals in restaurants are prepared to order, and as most eating places are small, these factors should be borne in mind in choosing items for display in Bangkok.

Restaurant supplies which should sell well include broilers, griddles, deep fat fryers, steam cookers, general cooking utensils, toasters, waffle irons, popcorn and potato chip machines, doughnut machines, pressure cookers, coffee makers, rotisseries, mixers, and beverage dispensers.

Service carts and mobile hot and cold serving tables are also in demand, as are all forms of refrigeration equipment, such as ice cube machines, ice cream storage and dispensing equipment, and regular freezers. Dishwashers, water purifiers and waste disposers round out the list of most needed items.

Living standard rising

The native Thai consumer is not yet a large market for Western-style convenience goods, but his standard of living is rising rapidly, and as contact with more modern products and services continues, it is likely that a sizable consumer product market will evolve.

Exporters new to the Thai market will be offered valuable assistance in locating reputable distributors in the Thai area through the Trade Contact Survey service of the Commerce Department. The Trade Center staff identifies the best local agents who wish to represent American firms, and invites them to the exhibition, making appointments for interested parties.

Since Thailand produces few of its industrial necessities, the Thai Government is attempting to encourage imports of capital goods and equipment to fulfill the country's needs. Duties have been kept to a minimum to get foreign firms into the market.

Import restrictions are few in the Thai market, but for specific information on items proposed for display at the Trade Center, U.S. firms are advised to contact the nearest Department of Commerce Field Office.

For information on participation agreements and conditions, contact Lee Swift, Bureau of International Commerce (Code 936), U.S. Department of Commerce, Washington, D.C. 20230, telephone Area Code, 202, WOrth 7-3973, or any of the Department's 42 Field Offices.

Australians plan toy fair for February in Sydney

U.S. manufacturers of toys are invited to exhibit their products in the forthcoming International Toy Trade Fair, to be held Feb. 12-16 at the Menzies Hotel, Sydney, Australia.

The show is being organized by the Australian-British Trade Assn. and is being billed as a major toy trade display for the Southern Hemisphere. Great interest is expected to be found for U.S. toys despite the relatively high rates of duty applicable (45% in most cases).

Write: The Organiser, International Toy Trade Fair (1967), Australian British Trade Assn., 4 Bridge St., Sydney, N.S.W., Australia.

El Salvador exhibition has progress theme

Central American unity and economic progress was the central theme as President Julio Adalberto Rivera of El Salvador opened the El Salvador International Trade Fair in San Salvador on Nov. 5. The fair was scheduled to continue through Nov. 27.

Thirty-three U.S. firms were represented at the fair by El Salvadoran agents. Products on display included automotive service and maintenance equipment, printing and office equipment, refrigerators, air conditioners, washing machines, television sets, packaging machinery, welding equipment, and sewing machines and related equipment for the garment industry.

At a businessmen's reception Nov. 9, over 150 prominent El Salvadoran executives were present. The Deputy Economic Minister for Central American Common Market integration, Victor Manuel Cuellar Ortiz, toured the exhibit areas and congratulated U.S. Ambassador Raul Castro on the American displays.

Exhibitors representing U.S. firms estimated after six days of the fair that they would realize nearly $1 million in sales during the coming year.

Official fair attendance for the first six days totaled 82,920, over half of whom were counted at the U.S. exhibit.

Alexander B. Trowbridge, Assistant Secretary of Commerce for Domestic and International Business, was scheduled to officiate at "America Day," Nov. 23.

POTENTIAL BUYERS GATHER around vacuum capping machine (above), shown by Continental Can Co. Sealing of glass jars is demonstrated by Burton Erickson, product manager of Continental Can. Luis Salmurri (below left), of National Cash Register Co.'s Salvadoran branch, discusses sales terms for the NCR Series 500 electronic computer system with J. M. Mendenez, general manager of General Insurance.

EL SALVADOR PRESIDENT RIVERA (below left) examines a two-color USA news release fresh from an American printing press at the U.S. exhibit. At right center is Rafael Alleguez, local representative for A. B. Dick, makers of the press. At far right is Jorge Tabush, president of Distribudora Fotografica, S.A.

EL SALVADORAN REPRESENTATIVE Ricardo Galindo (left), of A. B. Dick Co., demonstrates an offset press to Alex Dutriz (center), owner of *La Prensa Grafica*, and S. Estrada (right center), buyer for Salvadoran Institute of Social Security.

Worldwide Business Outlook

pages 20-22

CURRENT BUSINESS DEVELOPMENTS IN BRIEF: The first of 445 unassembled two-axled railway freight cars with 15-ton capacity, ordered from Werkspoor N.V. in Utrecht, were shipped to **Indonesia** in October. Payment is being made under the US$28 million export credit guarantee extended by the Netherlands in 1964. Werkspoor is training Indonesian specialists in Utrecht and is providing equipment and tools for assembly of the railroad cars in Indonesia . . . Preliminary figures indicate that in the first nine months of the year, imports to **Spain** rose to $2,720.5 million, a 25% increase over the same period in 1965 ($2.184.4 million); of the total, $473 million or 17.4% was supplied by the U.S., $398.5 million and 18.2% in 1965. In the first nine months, exports from Spain rose to $862.3 million, a 38% increase over the same period in 1965 ($623.6 million), of which $101.3 million or 11.7% were shipped to the U.S. ($80.5 million and 12.9% in 1965) . . . Gross investments in fixed assets in the **Netherlands** in the first quarter of 1966 totaled $1,140 million, up 10.3% from the same period in 1965. In the first three months of 1966, $385 million was invested in machinery and other equipment (up 14.3%); $213 million in dwellings (up 12%); $229 million in business and government buildings (up 3.7%); $138 million in road and hydraulic engineering (up 2.9%); and $175 million in means of transport (up 15.5%) . . . In **France,** January-September imports from the U.S., $890.9 million, were 11.6% above comparable period of 1965. Total French imports amounted to $8,692.5 million, 15.8% above January-September of last year.

Industrial nations meeting GNP growth targets, OECD says

Decade goal of 50% expansion in member countries seems near

A targeted ten-year national output growth of 50% in major industrialized nations now appears within reach, a new study of the Organization for Economic Cooperation & Development (OECD) discloses. (See table at right.)

The target period was set from 1960 to 1970, and the actual growth recorded in the first five years to 1966 stands at 27%.

The rapid rate of increase of the area's real income outstripped population growth, so that real income per head rose by over $300 during the five-year period to reach a level of $1,900 in 1965.

Renewed expansion in the United States, which accounts for more than 50% of the combined national output of the area as a whole, has been a decisive factor in this higher overall level of real income. It has been accompanied by a significant reduction in unemployment.

Canadian experience has been somewhat similar. Other OECD countries, whose initial scope for reducing unemployment was less than in North America, have expanded economically about as fast, if not faster.

Foreign trade of OECD Member countries has been expanding faster than their total output of goods and services and is projected to continue to do so during the remainder of the decade. This has meant that member countries have become increasingly more interdependent as demand conditions in different countries have been drawn closer. Thus, the course of expansion in each country is no longer exclusively a matter of domestic policy, the OECD concludes in its study.

It is recommended to member countries that they make greater efforts to hold down wage and price increases, and that they apply productivity policies more thoroughly. Such policies would include the improvement of capital markets, increasing labor mobility, and developing regional programs for depressed areas.

GNP growth in OECD Countries 1960-70 compared

(Annual average percentage rates of increase)

	Share of total GNP 1963	Decade 1960-70	Actual 1960-65	Projected 1965-70
Major economies				
Canada	3.6	5.2	5.5	4.8
France	7.3	4.9	5.1	4.8
Germany (F.R.)	8.6	4.2	4.8	3.5
Italy	4.1	5.1	5.1	5.0
Japan	5.4	8.5	9.6	7.5
United Kingdom	7.7	3.7	3.3	4.1
United States	53.3	4.5	4.5	4.5
Total above	90.0	4.7	4.8	4.6
Small industrial economies				
Austria	0.7	4.0	4.3	3.8
Belgium	1.3	4.3	4.5	4.0
Denmark	0.7	4.7	4.9	4.4
Iceland	0.1	n.a.	5.6	n.a.
Ireland	0.2	n.a.	3.8	n.a.
Luxembourg	0.1	3.0	2.9	3.2
Netherlands	1.3	4.7	4.8	4.5
Norway	0.5	5.0	5.2	4.8
Sweden	1.4	4.7	5.1	4.3
Switzerland	1.0	4.5	5.3	3.7
Total above	7.3	4.5	4.8	4.2
Developing economies				
Greece	0.4	8.1	8.7	7.5
Portugal	0.3	6.2	5.8	6.6
Spain	1.4	..	9.2	..
Turkey	0.6	..	4.3	..
Total above	2.7	..	7.7	..
Total OECD	**100.0**	**4.7**	**4.9**	**4.6**

Latin America's new alignments seen promising

Area 'no longer group of small insulated markets'

Latin America offers greater opportunities to U.S. companies than any other part of the world at this time, but success there demands new understanding, according to W. R. Hinkle, a U.S. businessman who has spent 15 years in Venezuela.

He spoke at the 17th Kentucky World Trade Conference, whose theme of Latin American trade conditions brought an attendance of more than 500 persons. The conference was sponsored by the International Center of the University of Louisville.

President of Chemetron subsidiary

Hinkle is now president of NCG International, C.A., a subsidiary of Chemetron Corp., Chicago.

Hinkle referred to the Latin American Free Trade Assn. and the Central American Common Market as two major programs that create a favorable climate for increased industrialization. These programs, along with the dynamic attitudes of Latin American countries, make it imperative that firms reshape their business strategy for Latin America as a whole, he said.

"Companies can no longer look at a group of small markets insulated from each other by high tariffs," Hinkle said, emphasizing that they must be willing to understand and take part in LAFTA and the Common Market.

Area changing at rapid pace

He said that Latin America is moving much faster than anyone thought possible, and experiencing changes in leadership, institutions, markets and business practices.

"Economic growth in Latin America is but one example of the rapid progress being made," Hinkle said. "The over-all Gross National Product of the area jumped 5.4% and 5.7% in 1964 and 1965—staying ahead of the target set by the Alliance for Progress."

Hinkle told the conference that Latin Americans are looking for economic growth and political stability and that neither could be attained without private investment.

He said that companies operating in Latin America must identify with Latin American goals and become positive factors in the region's economic development.

"Businessmen as a whole must become a creative and constructive force working for Latin American growth and progress," he said.

Belgium institutes economic relief plan for hard-hit areas

Law designed to aid sections affected by business slow-down

As a means of softening the economic dislocation resulting from coal mine closures in 1966 and from shutdowns scheduled for 1967, the Belgian Government has enacted a law providing exceptional, temporary assistance to companies locating in specific areas of Belgium.

Originally intended to be applicable in the coal mining areas affected by the closures, the legislation has been extended to cover other sections of the country where there has been evidence of an economic slow-down.

Law effective for limited time

The law is effective only for a limited time and requests for assistance under it must be submitted prior to Dec. 31, 1968. The incentives to invest in the specified areas, extended by the legislation, are accorded equally to domestic and foreign enterprises.

Major points covered by the law are similar to those provided for by the regional law of July 18, 1959. Interest subsidies, applicable to loans granted by public or private institutions, may amount to five percentage points for a five-year period and in certain special cases may cover total interest charges for the first two years.

The Government may guarantee total reimbursement of loans granted by public credit institutions and repayment of up to 75% (previously 50%) of loans obtained from private sources, on the same basis as in the 1959 law.

Non-reimbursable capital grants may be given to cover part of new investment in buildings and equipment. Such grants will be proportionate to the investor's own efforts in financing the enterprise and will be equal to the amount corresponding to the interest subsidy obtainable if the required capital had been borrowed.

If capital gains are reinvested in the prescribed areas, they are subject to taxation at reduced rates. Assets brought in at the time of incorporation and increases in the capital of a corporation are exempted from the 2.5% registration duty. An exemption, up to a maximum of ten years, may be given from real estate taxes on buildings, land and equipment. Depreciation is allowed at double the normal rate for the first three years.

Nordic firms join forces to promote textile exports

Seven companies represent 80% of Scandinavia's production

Seven major textile companies in Finland, Sweden and Norway have recently concluded an agreement concerning joint export sales for woolen yard goods in markets outside the Nordic countries.

The agreement also contains provisions for cooperation in production and management. The companies involved, four of which are Norwegian, have an aggregate annual turnover of woolen textile products of about $49 million, which represents 80% of the entire output of such products in the Nordic countries.

The cooperation agreement will be executed by the Nordic Textile Group, an association now being established by the member companies.

The agreement is a reflection of the keen competition in the domestic as well as export markets for wool textile products. Apparently, the companies involved are too small to finance efficient individual export promotion programs in the main European markets. By pooling their resources, the cooperating companies will, however, be able to compete with the large European textile companies.

The Nordic Textile Group plans to launch its first export drive through its own sales office in Great Britain by the end of this year. Corresponding sales organizations are planned for other markets.

Understanding Japanese businessmen

By BOYE DE MENTE

This view of Japanese business is supplied to International Commerce by De Mente from his book, "How Business is Done in Japan," Simpson-Doyle & Co., Tokyo. De Mente worked in Tokyo from 1948 to 1962 and has written other books on Japan. He now lives in Phoenix.

The Japanese businessman tends to believe with religious zeal that each business should be run as a family, with the president as both mother and father of the employes. Workers should be bound to the firm by a filial-type love that transcends all desire for material gain. Everyone is expected to be perfectly selfless, and labor in happy unison for the mutual benefit of themselves, the company, society, and the world at large.

Thus, the average Japanese businessman sees himself as a benevolent dictator whose guiding principle is respect and love for humanity. The controls and the infinitely personal nature of the structure and function of Japanese firms that result from this philosophy . . . directly and decisively affect the foreign businessmen in Japan.

With a decidedly feudal, hierarchically structured business system that is based on interpersonal relations . . . individual members within the system cannot make decisions on their own, except in a limited and prescribed way.

There are exceptions, particularly in the so-called "one man" companies, but in general, decision-making in Japan is a communal affair requiring unanimous approval. Unanimity is almost always necessary because of the Japanese abhorrence of majority rule, which they refer to as "tyranny of the majority" (over the minority), and because no one wants to accept responsibility on his own.

The larger the company or organization, the more complicated decision-making is apt to become, because it involves several dozen men whose primary concern is their own personal interests and the interest of their division. . . .

These division and department chiefs, following normal Japanese behavior, tend to consider other executives in the company as direct competitors, and are prone to be uncooperative and sometimes outright hostile toward them.

Even at boardroom level, all decisions are "unanimous in principle." To prevent this tradition of unanimity from being completely stultifying . . . many Japanese organizations have a man in a position somewhat like that of an elder statesman, who is called in from the outside during a crisis.

When it becomes obvious that unanimous agreement in a particular subject cannot be reached, this man, who may be an ex-president or director or a member of the family owning a majority of the company's share, is called in. He lays down what has already emerged as the majority opinion as his own decided view. The minority opinion is permitted to agree that he must be right, so the tradition of unanimity is maintained.

Japanese businessmen overcome the inertia of government and the attitude that it is better to do nothing when there is no established precedent, by getting only tacit instead of official approval for many of their actions. This means they don't have to put anyone in a position of taking a definite stand or exposing themselves to responsibility.

. . . Some foreign firms also use this system of getting behind-the-scenes approval, and say that it works just as well for them too. The method is fairly simple. Just go to each of the officials concerned and make your inquiry hypothetical. The chances are excellent that you will get a favorable opinion, and you can set the precedent yourself.

The Japanese hardly ever actually negotiate at a meeting or conference with foreigners. They listen to the proposition and then ask for time to consider the offer, a process that may require from days to months. This gives them an advantage over the foreign negotiator, because they can then study his proposal at leisure, compare it with competing offers, bring in outside consultation, or do whatever they want. The disadvantages of this system, however, tend to outweigh the advantages because the decisions that finally result are often too slow to keep pace with fast moving business.

Whenever a foreigner approaches them with some proposition that requires a decision, however, they will generally react in almost exactly the same way. If the foreigner happens to represent a company with which they want to do business and makes them an offer which they are willing to accept, a positive decision will be made, but it will take three to four times the amount of time the foreign businessman thinks is necessary.

If, on the other hand, they are not interested in the foreigner's proposition for any reason, they generally will not say so but will show enough polite interest to make him think the deal is forthcoming. . . . A department or division chief will go even further and allow him to assume that everything is settled, and the foreigner sometimes spends weeks of time, effort, and money under this impression, only to be told at the crucial stage that no deal exists.

The best way to avoid this situation is for the foreign businessman to have the company concerned sounded out by a Japanese, who may be a direct employe of the foreigner or someone who has connections with the Japanese firm. Whichever it may be, the Japanese company will generally tell him outright whether or not they are interested in the foreigner's proposition, or their manner and comments will make their attitude clear to the Japanese go-between. If they show sufficient interest, then the foreigner can approach them directly without too much fear of a run-around.

Just as on the highest diplomatic levels, the major points of agreement should in most cases be settled by the go-between, before the foreigner puts in his first appearance. This goes against the grain of most American businessmen, but it is an adjustment they must make to some degree if their efforts in Japan are to bring maximum results.

"The dynamic, fireball type of executive who comes to Japan is reduced to running around in circles before he has been here three months. He either acclimatizes, has a nervous breakdown, or else gets out," said an ex-fireball. "Unless the foreign businessman does use the go-between system, he is never sure of the degree of interest or sincerity of the Japanese company insofar as its relations with him are concerned. The chances of the Japanese businessmen being perfectly frank with him when he is dealing with them directly are very small . . ."

New law loosens Yugoslav curb on foreign credit transactions

Business organizations and banks may accept loans from abroad but must have adequate foreign currency holdings

Under the new Yugoslav Law on Foreign Credit Transactions, loan arrangements with foreign countries as of Jan. 1, 1967, may be entered into by economic enterprises, authorized banks and the National Bank of Yugoslavia.

Agreements on credits with foreign countries may also be concluded by the Federal Government following a decision by the Federal Assembly specifying the purpose and amount of the credit and the resources for its repayment.

The essential condition enabling business organizations and banks to enter into credit arrangements is their credit worthiness, i.e., no one may accept loans from abroad unless they are capable of paying them back. Thus, until the dinar becomes freely convertible, borrowers are obliged to have adequate holdings of foreign currency as well as dinars.

Certain restrictions

While the law views transactions of individual economic enterprises as dominant in the future, it sets down clear conditions for such activities. For instance, a firm can enter into business deals involving credit only in that type of business for which it is registered. Enterprises can also undertake foreign deals by merging their available foreign exchange assets. A bank's credit-worthiness is established by the amount of its own foreign exchange (obtained from enterprises through fixed deposits and through global foreign exchange quotas in which foreign exchange is purchased from the National Bank).

Formerly, only the National Bank and the three federal specialized banks in Belgrade (Investment Bank, Foreign Trade Bank, and Agricultural Bank) were permitted to do business abroad. In the future any bank having $400,000, or 5 million new dinars, in its reserve fund will be able to enter into export-import transactions, and any bank with a reserve fund of $2 million, or 25 million new dinars, will be able to enter into credit transactions abroad. New dinars at 12.50 to US $1 established last year are specified since the old dinars at 1250 to US $1 are still in circulation.

Some observers believe that the number of banks with sufficient resources to undertake foreign credit transactions may rise as high as 15 by mid-1967, but the same spokesmen warn that the foreign exchange reserves in the majority of these banks would be limited to a few million dollars, confining the guaranteeing of loans for large capital projects to three or four banks.

A basic principle governing the National Bank's foreign credit business is that it cannot guarantee credit deals with foreign countries by third parties unless there is full indemnity against all risks. Where credits contracted by commercial banks on behalf of the Federal Government are involved, indemnity against risk is present because in approving the raising of a foreign credit abroad, the Federal Assembly must set aside resources with which to effect repayment.

In the actual implementation of the law it is foreseen that business banks will grant credits to economic organizations far more flexibly and independently than before, while the National Bank will principally concern itself with measures for preventing the total volume of credits from exceeding a fixed limit. Expected shortly are detailed regulations limiting the amount of credit granted to any one business organization and lowering obligatory reserve amounts from the current 35%.

Japan reduces excise tax on coffee, cocoa powders

The Japanese Government has reduced the excise taxes on coffee and cocoa powders from 10% to 5%.

Import duties were eliminated, on a temporary basis, for coffee and cocoa beans which had previously been accorded rates of 10% and 5%, respectively. Both actions went into effect Oct 1.

Spain tightens investment standards for new firms

Spain's Development Plan Commission recently set new minimum investment standards. These are applicable only to new firms being established in the industrial development centers *(polos de desarollo)* and promotion centers *(polos de promocion)* which desire to obtain the benefits and various incentives already offered under the Development Plan.

The new standards require firms establishing in the industrial development centers—La Coruna, Sevilla, Vigo, Valladolid and Zaragosa—to invest a minimum of $666,800 (formerly $83,350) and to create at least 100 new jobs (formerly 30 jobs). Firms establishing in the two promotion centers—Burgos and Huelva—must invest a minimum of $333,400 (formerly $50,010) and create at least 50 new jobs (formerly 20 jobs).

The new directive applies to all applications filed for consideration during the 1967 submission period which opened Oct. 7. It was published in the State Gazette (*Boletin Oficial del Estado*) Oct. 10.

Brazil to expropriate land; U.S. owners can file claims

The U.S. Embassy in Brazil reports that the State of Goias intends to expropriate for public use about 1.2 million acres of land around the towns of Trombas and Formoso in the Formoso and Uruacu municipalities in accordance with Decree No. 87 of May 4, 1965.

U.S. owners of expropriated land will have the option of receiving from the State of Goias an equivalent amount of state-owned land in exchange for the expropriated land or a cash payment provided such owners file claims within 163 calendar days from the date of this release.

Write: Dr. Sebastiao Emmanuel Balduino, Procurador Geral do Estado do Goias, Procuradoria Geral do Estado, Goiania, Goias, Brazil.

Peru exempts GATT items from its recent surtax

The Peruvian Government has announced that the recent surtax of 1½% ad valorem on imports will not apply to products listed in its GATT schedule. The action went into effect Oct. 28.

Yugoslavia amends foreign trade laws

Action allows direct trade dealings with U.S. suppliers

Recently enacted amendments to the *Law on Trade in Goods and Services with Foreign Countries* should prove useful to U.S. businessmen interested in trading with Yugoslavia. The new provisions give greater incentive to Yugoslav producing organizations to deal directly with foreign suppliers by generally removing restrictions against their engaging in foreign trade activities.

Previously, only those firms manufacturing goods for export valued at no less than $500,000 were allowed to do business with foreign companies—a regulation which restricted the number of such firms to only 450. Henceforth, any Yugoslav firm with "reasonable" amounts of capital (the minimum varying according to the trade item involved) and a "competent" foreign commercial staff can be registered for export and/or import activities.

Staff structure revamped

The firms, moreover, can decide on the size and level of competency of their foreign trade staffs. Formerly, federal legislation determined both the professional qualifications and structure of such staffs.

According to other amendments, the representation of foreign firms is no longer considered the exclusive right of the 46 enterprises now specializing in this field of activity. New regulations extend the right of representation to Yugoslav producing and commercial enterprises. The law does not exclude the setting up of special enterprises to represent foreign firms in accordance with certain general principles. Without any special registration, such organizations can import and sell goods consigned to them by foreign firms, export goods for these same firms, and represent them not only in Yugoslavia but in third countries.

Clearly, the role of middleman, whether of government or business variety, is declining. For example, one large U.S. exporter of equipment into Yugoslavia plans to drop the company representing him and retain only his import company with a consequent 6% reduction in the sales price of his merchandise. Previously an import company could not perform both representative and import functions. Conversely, the once dominant position of export-import organizations (over 170 in number) is waning. Spokesmen of the Yugoslav Economic Chamber have counseled that U.S. sales efforts should increasingly be directed at the "end-user", the factory which uses U.S. goods in its production process. If the factory is registered for import transactions, as it henceforth may be after applying to a local economic court, it can buy the items directly without working through an export-import house.

Holders of OBR 66-11, *Selling in Yugoslavia* may wish to note the above as a modification of the section on Import Channels.

Philippines lowers tariffs 50% on small farm tractors

Philippine President Marcos recently announced a 50% reduction in the ad valorem duty on imported small farm tractors. The reduction in the basic rate from 10% to 5% was made by administrative action of the President, which is permissible under the tariff law, and applies to tractors of less than 50 horsepower.

Under the Revised United States-Philippine Trade Agreement, a preferential rate of 90% of the basic rate is accorded U.S.-origin goods. Thus a duty of 4.5% is applicable to small farm tractors imported from the United States.

The tariff reduction is designed to encourage Philippine farmers to own small tractors which would replace the carabao and pave the way for eventual farm mechanization in the Philippines.

Lebanon revises import duties on certain items

The Government of Lebanon has revised import duties levied on umbrellas and parasols, effective July 6, and on the following items, effective Aug. 13: textile fiber threads, woolen threads, woolen or fine animal hair fabrics, and synthetic textile fiber fabrics. At the same time, changes were also made in duties on hosiery materials and undergarments.

For specific changes in any of the above classifications, **write:** Near East-South Asia Division, OIRE, Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230.

Greek power agency allows open bidding

The largest single importer in Greece, the Public Power Corp. (PPC), has liberalized its procurement system. The action, effective Oct. 15, provides for the publication of invitations to bid in the daily commercial press, the availability of bid tender documents to all interested firms and individuals, and the acceptance of bids from any firm wishing to participate.

Construction projects for the existing and planned electric generating stations will provide opportunities for the export of U.S. turbines, generators, related equipment and service in the next few years.

Previously, the PPC did not publicize the issue of tenders, but invited bids only from suppliers which the corporation had selected from an approved list.

The PPC is a government-owned enterprise which is virtually the exclusive producer and distributor of electric power in Greece. Rapidly increasing demands for electricity have been made apparent in the upward revision of the PPC's expansion program for the national grid.

As part of its expansion program, the PPC's foreign purchases in 1964 (latest available figures) amounted to $26.4 million, plus an unspecified amount which would represent the value of equipment and supplies purchased this year for the Acheloos Group hydroelectric station. The four present units in this group will give a net installed capacity of about 436 MW, with a fifth unit of 109 MW planned for 1970.

Holders of the Department of Commerce's Overseas Business Report 65-66, *Selling in Greece: Government Procurement Procedures* should note these changes in the appropriate section of the report.

Tariff group investigates imports of wool fabrics

The U.S. Tariff Commission is investigating import of fabrics containing over 17% by weight of wool.

There will be no public hearing but the Commission will consider all written submissions received from interested parties by Dec. 5. **Write:** Donn N. Bent, Secretary, U.S. Tariff Commission, 8th & E St. N.W., Washington, D.C. 20436.

Guyana gold mine potential revealed

Peter's Mine area is open to exploration rights bids

A long abandoned mine in Guyana has a production potential of 160,000 or more ounces of gold, according to a report prepared at the request of the Government of Guyana by the U.S. Geological Survey under the auspices of the Agency for International Development.

The Peter's Mine, approximately 100 miles from Georgetown, was once one of the most productive in Guyana. Figures in the report indicate that from 1904 to 1909, the mine produced about 3,800 ounces and yielded about 0.8 ounces of gold per ton. Reopened briefly in 1915-16 it produced another 1,103 ounces. Because of the inaccessibility of the area, the mine was not profitable. Present access to the site is by boat. It is noted in the mining appraisal, however, that in recent years small gold mines have been operated profitably by using air transport.

A summary of the appraisal made in August indicates that a reconnaissance of the mine area and a study of drill core records shows that much gold may remain in the deposit. The report notes that free gold occurred in a system of large quartz veins, but that pay streaks were erratic. Although some surface samples assayed as much as 7 ounces of gold per ton of rock, the survey found most were disappointingly low. However, it is emphasized in the appraisal that analysis of vein structures and drill core data indicated that one block of ground may have a production potential of about 160,000 ounces of gold. In addition, the mineralized structures continue to depths of at least 600 feet and extend laterally several hundred feet.

Considering that the entire production has come from an area only 300 by 200 feet and mainly from a depth of less than 200 feet, the author of the report believes further exploration of the mine is justified.

By Guyana Government law, exploration and development rights are open to bid by selected applicants, including foreign firms.

Copies of the report titled "An Appraisal of the Mineral Potential of the Peter's Mine Area, Northwest District, Guyana" including geological maps showing mine workings and locations of actual and proposed drill holes are available for examination at U.S. Geological Survey libraries in Washington, D.C.; Denver, Colorado; Menlo Park, California and Spokane, Washington. A copy is available for reproduction at private expense at the Washington, D.C. library only.

U.S. mining and exploration companies interested in obtaining additional information about necessary applications and bid procedure should **write:** Guyana Development Corp., Georgetown, Guyana.

Investment Assistance

Firms responding to investment opportunities may wish to inform the Bureau of International Commerce of their action, for follow-up assistance where appropriate. This will insure receipt of additional information as it becomes available.

A (*) following the name of the foreign firm indicates that additional information is available by writing the Department of Commerce (BIC-876), Washington, D.C. 20230.

WTD indicates that a World Trade Directory report containing financial and business background information is available at $2 each from the Department of Commerce (BIC-916), Washington, D.C. 20230.

Special assistance is available to firms interested in joint ventures or licensing agreements abroad. Call Area Code 202, WO 7-4065 or write Department of Commerce (BIC-878), Washington, D.C. 20230.

Argentine firm seeks license to make insulated curtains

Established in 1939, a Buenos Aires importer and wholesaler of textile machinery and related lines seeks a license to manufacture cotton curtain materials incorporating aluminum backing to improve insulation.

Interested U.S. curtain manufacturers are requested to correspond directly with the Argentine company, enclosing sample cutting and pertinent descriptive literature.

Write: P. J. Neymeyer, Alsina 2183, Buenos Aires, Argentina. WTD.

Ecuadorean seeks venture to establish glass plant

The manager of a Quito glass importing firm seeks a joint venture with an experienced U.S. company to establish a flat glass manufacturing facility.

A U.S. participant would be offered a 49% interest in the proposed project and would be asked to furnish technical know-how and management expertise. The Ecuadorean partner would hold 51% and supply an equivalent amount of investment capital.

The Quito entrepreneur claims various Ecuadorean glass importing firms would assure the planned enterprise of a market for its products. He reports that Ecuador imported a total of 2,550,320 kilograms of flat glass valued at $264,381 in 1965. Currently, most flat glass is imported from Colombia, but the Quito businessman says that the demand exceeds the supply. He believes the growth potential of the Ecuadorean flat glass market justifies the establishment of a plant in Ecuador.

To obtain additional information about this opportunity interested U.S. glass manufacturers should **write:** Mr. Juan Anhalzer, Vidrieria Anhalzer C.A., Avenida 10 de Agosto No. 241, P.O. Box 2343, Quito, Ecuador. WTD.

SPECIAL INDUSTRY MACHINERY

A license or similar arrangement to make automatic glass manufacturing and processing machinery, automatic packing machines or laboratory equipment is sought by a German manufacturer of machinery and tools for the production and processing of glass scientific and laboratory instruments.

Established in 1948, the firm reports annual sales of $325,000 and has about 70 employees. It exports a part of its production on a world-wide scale.

Write: Boepple & Co., KG, 63 Giessen, Am unteren Rain 2, Germany. WTD.

PLASTIC PRODUCTS

A license to manufacture all kinds of newly developed plastic products, including laboratory equipment, is sought by a German plastics firm.

The company operates a modern plant and exports part of its production to other European countries. It has approximately 180 employees, plus 15 traveling salesmen.

Write: Max Richter KG, 6101 Nieder-Ramstadt, Muehltalstrasse 27, Germany. WTD.

Lead pencil plant is proposed for Nigeria

U.S. partner asked to supply capital and technical assistance

A Nigerian production engineer, currently employed by the Nigerian Railroad Corp., proposes a joint venture with an experienced U.S. pencil manufacturer to establish a lead pencil plant. At the present time, there is no lead pencil manufacturing facility in Nigeria.

A U.S. participant is requested to provide an undetermined capital contribution to finance the purchase of U.S. machinery and technical assistance in the installation of machinery and the training of a Nigerian staff for a period of approximately six months.

Plans call for establishing a facility to produce 200 gross of pencils per week operating on an 8 hour single shift, 5 day week basis.

In conjunction with his proposal, the Nigerian engineer has prepared an 8-page feasibility study which analyzes such important factors as requirements and costs of materials and supplies, equipment, utilities and labor. A profit estimate is made based on projected annual production costs and sales revenues.

To obtain additional information about this proposal and a copy of the feasibility study interested U.S. firms should **write:** Mr. S. O. Akhidime, Production Engineer, Nigerian Railway Corp., Ebute Metta, Lagos, Nigeria.

South African firm wants license to produce decals

A Cape Town manufacturer of distinctive greeting cards, decals, and Christmas decorations seeks a licensing arrangement with an established U.S. producer of decals.

The South African firm is a wholly-owned subsidiary of a substantial paper and printing company with interests in various areas of the paper industry. The financial soundness and prestige of the parent company is shared by its subsidiaries.

The greeting card company has its own sales organization which covers South Africa, South West Africa, Malawi and Zambia. It is also exporting its products to countries outside of Africa.

The Cape Town firm reports that although there is healthy competition in its field, it not only holds a substantial share of the market, but is continually consolidating its relative position in respect to its competitors, and that population growth and rising educational and living standards will contribute to a steadily increasing market.

A U.S. licensor is asked for contractual permission to use patents, copyrights of designs and methods of production in return for royalty payments to be determined by mutual agreement.

To obtain additional information interested U.S. firms should **write:** Forget-Me-Not Greetings, Caxton St., P.O. Box 25, Parow East, Cape Province, South Africa. WTD.

Venezuelan development stimulates investor interest

The Venezuelan Development Corp., an autonomous Venezuelan Government agency whose responsibilities include promotion of business and the establishment of new enterprises, is interested in acquiring U.S. technical know-how and possibly equipment for several industries.

Market and feasibility studies are being made on wire rope, motorcycles, small forged tools, refrigeration compressors, metal fishing boats, fractional horsepower and one to seven horsepower electric motors.

U.S. firms in any of the above industries interested in obtaining further information concerning these opportunities should **write:** Corporacion Venezolana de Fomento, Edificio La Perla, Piso 8, Bolsa A. Mercaderes, Caracas, Venezuela. Attn: Senor Rolando Rodriguez B., Jefe de Promacion Industrial.

SERVICE INDUSTRY MACHINERY

An Australian firm specializing in the design, manufacture and installation of air-conditioning units, oil burning equipment and dust exhaust systems seeks a license to produce industrial refrigeration, air pollution control and commercial laundry equipment, dry cleaning machinery and hospital equipment.

Established in 1882, the firm occupies a well-equipped plant of 33,000 square feet. It plans to double the size of the manufacturing facility soon. The firm employs approximately 120 skilled personnel and between 150 and 200 production workers.

The firm says it has sufficient financial resources to undertake an expansion program.

Write: Alfred Martin (Industries) Pty. Ltd., 20-30 Raglan Ave., Edwardstown, South Australia. WTD.

Pakistani-U.S. private firms conclude agreements on fertilizer plant ventures

Three West Pakistan private industrial groups, issued sanctions by the Government of Pakistan to construct urea fertilizer plants, have concluded preliminary joint venture agreements with three U.S. fertilizer manufacturers.

Kaiser Aluminum & Chemical Corp. and West Pakistan's Hyesons Group of Industries in Karachi have signed a letter of intent providing for joint participation in a Pakistan fertilizer venture. Hyesons hold a license issued by the Government of Pakistan to construct a plant for ammonia and urea production.

The letter of intent calls for the Agricultural Chemicals Division of Kaiser to prepare a detailed feasibility study of the project and to contribute engineering, technical assistance and manufacturing and marketing know-how to the project.

Another private Pakistani industrial group is reported to have concluded a preliminary agreement with a large U.S. chemical firm and studies which may lead to implementation of a fertilizer project are already underway by another U.S. chemical manufacturer which is working with the third Pakistani private firm. The West Pakistan private industrial groups considered expressions of interest from a number of countries before entering into negotiations with the U.S. fertilizer companies.

Norwegian firm seeks license for coke dust drying plant

A Norwegian manufacturer of ventilation and air-drying equipment seeks a licensing agreement with a U.S. concern to build a drying plant for petroleum coke dust.

The petroleum coke dust drying plant is to process hourly six metric tons of dust which must be dried from maximum 20% moisture to 1% moisture. Size of dust particles is up to ⅛" diameter.

Established in 1955, the Norwegian firm has its offices and its 15,000 sq. ft. workshop located in one of the industrial suburbs of Oslo. The plant, which at present has about 100 employees including engineers and draftsmen, is fully equipped for light engineering and has a well-equipped tinplate workshop. Adequate trained labor and working capital are available for the project.

Write: A/S Flebu Luftteknikk, 175 Ringeriksveien, Sandvika, Olso, Norway. Attn: Mr. Bjorn Melaaen. WTD.

NATO in Italy asks bids on tank for water cooling and relevant works

The Ministry of Foreign Affairs in Rome, Italy, has announced project 99 calling for construction of a tank for water cooling and relevant works. Project 99 will cost about 32 million lire ($1.00 = 625 lire).

U.S. firms certified eligible to participate in NATO International Competitive Bidding (ICB) are invited to submit their requests for bidding invitations by Nov. 30 (Project 98) and Dec. 5 (Project 99) to the Ministero Difesa-Marina, Direzione Generale Genio Militare, Rome, Italy.

Firms interested in participating must submit along with their request for bidding invitations a specially designated Italian Government questionnaire. In lieu of this questionnaire, U.S. firms may respond by filling in the following information which is requested on the Government's "Scheda Informativa" (Information Form). Details must be given in Italian: name of firm, address of firm, summary description of type of organization (private firm, corporation, etc.), indication of financial capacity (value of individual largest projects recently executed) and short description of technical qualifications (nature of projects which applicant is specialized or equipped to execute). The form must be signed and dated to be valid.

Firms not already certified eligible may obtain further information about NATO or NATO-ICB certification either by writing or calling the Trade Opportunities Staff, BDSA-624, U.S. Department of Commerce, Washington, D.C. 20230 (Telephone: 202-WO 7-4674), or requesting a copy of a brochure titled, "Doing Business with NATO—How U.S. Firms Can Participate", from the U.S. Department of Commerce's Office of Administrative Services, Sales & Distribution Branch, Rm. 2119, Washington, D.C. 20230.

Hong Kong to buy various television station equipment

The Television Broadcasts Ltd., Hong Kong, has issued public tender for supply of television transmitters, translators and microwave relay equipment.

Bid deadline is noon, Dec. 14.

Bid should offer two television transmitters, horizontal polarization, capable of monochrome or color transmission on UHF channels between 470 and 960 mc/s, capable of providing either one to two-kw or ten-kw power output; four translators, 100 watts output, to receive and convert TV transmissions on CCIR 625-line standard on specified UHF frequencies in band IV, capable of handling input signals from 50 to 90 DBU, complete with four horizontal polarized antennas; six microwave TV relay equipments complete with tripod and parabolic antennas. Tender should include quotations on installation of all equipment and spare parts.

Copies of tender announcement and specifications are available from Television Broadcasts Ltd., 25th Floor, Prince's Bldg., Hong Kong, or on a short-term loan basis to firms located in the U.S. from the Electronics Division, BDSA-658, Rm. 4125, U.S. Department of Commerce, Washington, D.C. 20230. (Telephone: 202-967-4036).

Australia to purchase airfield approach control radars

The Department of Civil Aviation, Commonwealth of Australia, has issued Tender No. C. 66/133 for four approach control radars.

Bid deadline is 2 p.m., March 7, 1967.

Bid should offer two approach control radars, single channel and two approach control radars, double channel, in accordance with Department of Civil Aviation Specification DCA/E/2413. Quotations are requested for associated test equipment, buildings and towers, installation, cables, remoting equipment and waveguides, aerials, spare parts and handbooks.

Copies of tender announcement and specifications are available from the Secretary, Central Contract Board, Dept. of Civil Aviation, Sanderson House, 505 Little Collins St., Melbourne, Victoria, Australia, or on a short-term loan basis to firms located in the United States from the Electronics Division, BDSA-658, Rm. 4125. U.S. Department of Commerce, Washington, D.C. 20230. (Telephone: Code 202-967-4036).

Steel Corporation of Iran asks bids for railway materials

The Steel Corporation of Iran, Ferdowsi Square, 35 Forsat Ave., Tehran, has asked for bids by Jan. 15, 1967, on Tender No. A/1467 for 24,000 meters of 10 kgs/meter (about 20 lb./yd.) rails, and large quantities of ties, joint bars, bolts and nuts. In addition, the tender includes 20 turn-tables, 40 switches and four rail bending machines.

A copy of the tender documents may be obtained by firms located in the U.S. from the Iron & Steel Division, BDSA, U.S. Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-2363).

Ecuador seeks technical aid to appraise tourist trade outlook

Technical assistance is desired to appraise tourist trade possibilities of the Galapagos Islands, Quito, Ecuador. This includes resources evaluation, market expectations, and recommended specifications plus operation cost estimates of transportation and other needed facilities. For additional information write to Comision de Valores, Corporacion Financiera Nacional, P.O. Box 2653, Quito, Ecuador.

Pakistan needs quarry equipment, machinery, vehicles, locomotive

The Managing Director, Associated Cement, Government of West Pakistan, Lahore, Pakistan, is proposing to extend the production of the Rohri Cement Works by 600 tons of clinker per day. This will bring the plant's total output to 900 tons per day. The expanded facilities will require the purchase of equipment for quarrying 1300 tons of limestone a day and transporting it to a proposed new crusher inside the Works. Machinery and vehicles are also needed to dig and transport 300 tons of clay and 100 tons of sand each day for the expanded production program.

Specifically, the tenders ask for one mobile rock drill capable of drilling a 4" hole to a depth of 70'; one electrically driven excavator shovel with a 2½-cubic yard capacity; one four-in-one skid shovel, diesel-powered, with a 2½-cubic yard capacity; three diesel-driven dump trucks with a capacity of 20 tons each; one four-in-one skid shovel, diesel, with a 1½-cubic yard capacity; six diesel-driven dump trucks with a capacity of ten tons each; and one diesel-powered locomotive with track gauge of 5' 6" and capacity to haul 30 railway cars with gross weight of 35 tons at speeds above 15 miles per hour.

The bid deadline is Dec. 15. Interested U.S. firms should contact U.S. Department of Commerce, Rm. 4025, Washington, D.C. 20230. (Telephone: WO 7-5566; Ref. W.381.)

Crete wants supply of equipment for processing carobs into syrup

The Union of Agricultural Cooperatives of Rethymnon, Rethymnon, Crete has issued Tender No. 2017/946, for the supply of equipment to be used in the processing of carobs into syrup. The equipment should be capable of producing 5-6,000 metric tons, annually. The bid deadline is Dec. 10.

A copy of the tender is available on a short-term loan basis to firms domiciled in the U.S. from the GIEC Division, BDSA-588, U.S. Department of Commerce, Washington, D. C., 20230. Telephone: 202-WO 7-5589.

Netherlands Antilles is seeking various supplies for new hotel

Tenders for various items for equipping a new hotel, now under construction in Curacao, will be issued in the near future. Items needed will include carpets, rugs, furniture, glassware, silverware, lighting fixtures, and chinaware.

Interested firms should write to Hotelmaatschappij Piscaderabaai N. V., Building Site Piscaderabay, Willemstad, Curacao, Netherlands Antilles. WTD 10/7/66.

World Trade Opportunities Continued to page 35

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any resultant trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

- indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-624, U.S. Department of Commerce, Washington, D.C. 20230. The TM (trade mission) number is requested in correspondence. Requests for loan material should specify country and TM number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $2 each from the Bureau of International Commerce, BIC-916, U.S. Department of Commerce, Rm. 6059B. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Sales Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless a desire for an agency agreement is expressed.

011 Field crop farms

GERMANY—Legumes and agricultural seeds. Requests replies in German. Gruenwald & Malles (wholesaler, importer), 6 Frankfurt am Main, Feststrasse 6. WTD 11/7/66.

082 Forest nurseries, tree seed gathering, extracting

GERMANY—Tree seeds for reforestation. Martin Renz Nachf. G.m.b.H. (nursery, exporter, importer, wholesaler, retailer), 7271 Emmingen, Wuerttemberg. WTD 11-7-66.

162 Heavy construction, except highways, streets

● **AUSTRALIA**—Construction, operation and maintenance of a tunnel or bridge across the Quarries Reach of the Brisbane River near Harvey Street Hamilton and the right to levy and collect tolls thereon. Bid deadline is 12 noon, Jan. 31, 1967. Interested bidders may examine following documents on project: Preliminary Feasibility Investigation and Tender Documents for Proposed Brisbane River Road Traffic Facility "The Gateway Crossing". Examination available in U.S. Department of Commerce, BDSA, Building Materials & Construction Industries Division, Rm. 4014, Washington, D.C.

● **PERU**—9.3 mile long tunnel for Majes-Siguas irrigation project in Southern Peru. Junta de Rehabilitacion y Desarrollo de Arequipa calling for bids to finance and for construction of project having approximately $14.5 million base budget. Specifications available for $112 until Dec. 23 from Ministerio de Fomento y Obras Publicasao, Lima, or from Junta de Rehabilitacion y Desarrollo, Arequipa. Bids to be opened at 10 a.m., Feb. 9, 1967, in Arequipa.

201 Meat products

FRANCE—Canned meat, canned poultry. Etablissements Debrise-Dulac & Cie (importer, dealer), 260, Avenue du President Wilson, La Plaine St Denis (93). WTD 9/21/66.

202 Dairy products

SOUTH AFRICA—All types of natural cheese, processed cheese, cheese food and cheese spread. Michelsons Ltd. (importing distributor), Neptune St., Paarden Eiland, Cape Province. WTD in preparation.

203 Canning, preserving foods

DOMINICAN REPUBLIC—Canned fruits, vegetables, juices. Direct purchase and agency. Baquero Hermanos, C. por A. (commission agent), P.O. Box 651, Edificio Baquero—El Conde Esq. Hostos, Santo Domingo. WTD 5/27/66.

FRANCE—Raw or cooked frozen packaged fish, other sea food; canned fruits, vegetables. Etablissements Debrise-Dulac & Cie (importer, dealer), 260, Avenue du President Wilson, La Plaine St Denis (93). WTD 9/21/66.

208 Beverage industries

FRANCE—Whisky: bourbon, rye, scotch and

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Area Code 505 Tel. 247-0311.

ANCHORAGE, ALASKA, 99501, 306 Lousac-Sogn Building. Area Code 907 Tel. 272-6331.

ATLANTA, GA., 30303, 4th Floor, Home Savings Building, 75 Forsyth St., N.W. Area Code 404 Tel. 526-6000.

BALTIMORE, MD., 21202, 305 U.S. Customhouse, Gay and Lombard Sts. Area Code 301 Tel. Plaza 2-8460.

BIRMINGHAM, ALA., 35205, Suite 200-201, 908 South 20th St. Area Code 205 Tel. 325-3327.

BOSTON, MASS., 02203, Room 510, John Fitzgerald Kennedy Federal Bldg. Area Code 617 Tel. CA 3-2312

BUFFALO, N.Y., 14203, 504 Federal Building, 117 Ellicott St. Area Code 716 Tel. 842-3208.

CHARLESTON, S. C., 29403, Federal Building—Suite 631, 334 Meeting St. Area Code 803 Tel. 747-4171.

CHARLESTON, W. VA., 25301, 3002 New Federal Office Building, 500 Quarrier St. Area Code 304 Tel. 343-6196.

CHEYENNE, WYO., 82001, 6022 Federal Building, 2120 Capitol Ave. Area Code 307 Tel. 634-5920.

CHICAGO, ILL., 60604, 1486 New Federal Building, 219 South Dearborn St. Area Code 312 Tel. 353-4400.

CINCINNATI, OHIO, 45202, 8028 Federal Office Building, 550 Main St. Area Code 513 Tel. 684-2944.

CLEVELAND, OHIO, 44101, 4th Floor, Federal Reserve Bank Building, East 6th St. and Superior Ave. Area Code 216 Tel. 241-7900.

DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Area Code 214 Tel. Riverside 9-3267.

DENVER, COLO., 80202, 16407 Federal Building, 20th and Stout Sts. Area Code 303 Tel. 297-3246.

DES MOINES, IOWA, 50309, 1216 Paramount Building, 509 Grand Ave. Area Code 515 Tel. 284-4222.

DETROIT, MICH., 48226, 445 Federal Building. Area Code 313 Tel. 226-6088.

GREENSBORO, N. C., 27402, 412 U.S. Post Office Building. Area Code 919 Tel. 275-9111.

HARTFORD, CONN., 06103, 18 Asylum St. Area Code 203 Tel. 244-3530.

HONOLULU, HAWAII, 96813, 202 International Savings Building, 1022 Bethel St. Tel. 588-977.

HOUSTON, TEX., 77002, 5102 Federal Building, 515 Rusk Ave. Area Code 713 Tel. 226-0611.

JACKSONVILLE, FLA., 32202, 512 Greenleaf Building, 208 Laura St. Area Code 904 Tel. 354-7111.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Area Code 816 Tel. FR 4-3141.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Building, 1031 South Broadway. Area Code 213 Tel. 688-3833.

MEMPHIS, TENN., 38103, 345 Federal Office Building, 167 North Main St. Area Code 901 Tel. 534-3214.

MIAMI, FLA., 33130, 928 Federal Office Building, 51 S.W. First Ave. Area Code 305 Tel. 350-5267.

MILWAUKEE, WIS., 53203, Straus Building, 238 West Wisconsin Ave. Area Code 414 Tel. BR 2-8600.

MINNEAPOLIS, MINN., 55401, 306 Federal Building, 110 South Fourth St. Area Code 612 Tel. 334-2133.

NEW ORLEANS, LA., 70130, 909 Federal Office Building, South, 610 South St. Area Code 504 Tel. 527-6545.

NEW YORK, N. Y., 10001, 61st Floor, Empire State Building, 350 Fifth Ave. Area Code 212 Tel. Longacre 3-3377.

PHILADELPHIA, PA., 19107, Jefferson Building, 1015 Chestnut St. Area Code 215 Tel. 597-2850.

PHOENIX, ARIZ., 85025, 5413 New Federal Building, 230 North First Ave. Area Code 602 Tel. 261-3285.

PITTSBURGH, PA., 15222, 2201 Federal Building, 1000 Liberty Ave. Area Code 412 Tel. 644-2850.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S.W. Morrison St. Area Code 503 Tel. 226-3361.

RENO, NEV., 89502, 2028 Federal Building, 300 Booth St. Area Code 702 Tel. 784-5203.

RICHMOND, VA., 23240, 2105 Federal Building, 400 North 8th St. Area Code 703 Tel. 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Building, 1520 Market St. Area Code 314 Tel. MA 2-4243.

SALT LAKE CITY, UTAH, 84111, 3235 Federal Building, 125 South State St. Area Code 801 Tel. 524-5116.

SAN FRANCISCO, CALIF., 94102, Federal Building, Box 36013, 450 Golden Gate Ave. Area Code 415 Tel. 556-5864.

SANTURCE, P. R., 00907, Room 628, 605 Condado Ave. Phone: 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Building, 125-29 Bull St. Area Code 912 Tel. 232-4321.

SEATTLE, WASH., 98104, 809 Federal Office Building, 909 First Ave. Area Code 206 Tel. 583-5615.

corn. Etablissements Debrise-Dulac & Cie (importer, dealer, 260, Avenue du President Wilson, La Plaine St Denis (93). WTD 9/21/66.

209 Food preparations

MALAYSIA—Dried yeast for bakery purposes. Direct purchase and agency. Eugene Chemical Co. (importer, wholesaler, retailer, indent agent), 73 & 75 Ah Quee St., P.O. Box 802, Penang. WTD 10/20/66.

220 Textile mill products

ECUADOR—Yard goods, especially shirting material, and new introductions. Catalogs, swatches requested. Direct purchase and agency. Gerhard H. Haack (attention: Alexander Rigel), Garcia Moreno 1224, Oficina 39, P.O. Box 3174, Quito. WTD 4/22/66.

TANZANIA—Tubular and warpknitted fabrics of all kinds for garment manufacturing industry. Requests c.i.f. Dar es Salaam price. National Garment Manufacturers Ltd. (manufacturers), P.O. Box 2763, Dar es Salaam. WTD 11/9/66.

THAILAND—Textile fabrics, broad woven cotton, silk, man-made fibers, woolens, knit fabrics, narrow fabrics, other woven materials. Direct purchase and exclusive agency. Requests samples, c.i.f. quotations. Bangkok Enterprises (importer, commission merchant, indent agent), 1147/3 Soi Saraphi 2, Isaraphap Rd., Thonburi. WTD 9/12/66.

225 Knitting mills, products

THAILAND—Socks (cotton, nylon or wool). Requests samples, c.i.f. Bangkok prices. Tia Kim Nguan Ltd. Partnership (importer, wholesaler), 942/14-16 San Chao Mai, Songwad Rd., Bangkok. WTD in preparation.

228 Yarn, thread mills, products

TANZANIA—Yarns, threads and allied products for manufacture of knitted garments. Requests c.i.f. Dar es Salaam price. National Garment Manufacturers Ltd. (manufacturers), P.O. Box 2763, Dar es Salaam. WTD 11/9/66.

229 Textile goods

● **CEYLON**—PVC leather cloth, deep red; 30,000 yards for upholstery of bus seats; minimum width 48", minimum length of each piece 50 yards with one or more cuts. Tender No. S/GT/29/66; bid deadline 10 a.m. Dec. 7. The Chairman, Tender Board, Ceylon Transport Board, 200 Kirula Rd., Colombo 5.★ (Telephone: 202-WO 7-5238).

THAILAND—Yarns, cotton and rayon. Requests c.i.f. prices, samples. Vilaivat Limited Partnership (importer, indent agent), 905 Songwad Rd., Sarnchaomai, Bangkok. WTD 10/28/66.

232 Men's, youths', boys' furnishings, work clothing

THAILAND—Men's sport shirts, lightweight jackets. Requests catalogs, c.i.f. Bangkok prices. Direct purchase and agency. Tia Kim Nguan Ltd. Partnership (importer, wholesaler), 942/14-16 San Chao Mai, Songwad Rd., Bangkok. WTD in preparation.

Summer-weight clothing, for all ages. Requests c.i.f. prices, catalogs. Vilaivat Ltd. Partnership (importer, indent agent), 905 Songwad Rd., Sarnchaomai, Bangkok. WTD 10/28/66.

When a foot is not a foot

If your printer quoted you a price on 21.5 by 27.9 centimeter letterheads you would think he was in the wrong country.

You probably would pass up the service station where pumps measured gasoline by the liter.

The advertisers in these pages—except those from the U.K. and the British Commonwealth countries—are just as partial to the metric system as you are to inches and gallons.

So when you answer one of them, quote in metric measurements.

Ask the Department of Commerce Field Office.

234 Women's, misses', children's, infants' under garments

THAILAND—Brassieres. Requests c.i.f. Bangkok prices. Tia Kim Nguan Ltd. Part. (importer, wholesaler), 942/14-16 San Chao Mai, Songwad Rd., Bangkok. WTD in preparation.

254 Partitions, shelving, lockers, office, store fixtures

NETHERLANDS—Modern style steel wardrobe equipment, wardrobes and coathangers for use in changing rooms of office and factories. Direct purchase and agency. Descriptive literature, price lists requested. Loggere Metaalwerken (importer, wholesaler, manufacturer), 286 Singel, Amsterdam. WTD 4/23/65.

261 Pulp mills, products

● **CEYLON**—1600 long tons bleached sulfate pulp for writing and printing papers and paperboard. Bid deadline Dec. 29. Eastern Paper Mills Corp., P.O. Box 1367, 70 York St., Colombo 1.★ (Telephone: 202-WO 7-3003).

262 Paper mills, products

HONG KONG—Paper, printing and writing. Fennkong Ltd. (importer, exporter), G.P.O. Box 14193, Hong Kong. Cable: Fennkong. WTD 11/5/66.

Newsprint. Fennkong Ltd. (importer, exporter), G.P.O. Box 14193, Hong Kong. Cable: Fennkong. WTD 11/5/66.

263 Paperboard mills, products

HONG KONG—Kraft liner board. Fennkong Ltd. (importer, exporter), G.P.O. Box 14193, Hong Kong. Cable: Fennkong. WTD 11/5/66.

Paperboard, corrugated. Fennkong Ltd. (importer, exporter), G.P.O. Box 14193, Hong Kong. WTD 11/5/66. Cable: Fennkong.

264 Converted paper, paperboard products

● **IRAN**—25,000 rolls teletype paper; 3,215 reels 22 mm. perforation tape; 18,000 reels 17 mm. perforation tape. Tender No. 9/45, bid deadline Dec. 18. Specifications are available only in Persian language. It is therefore suggested that interested U.S. companies pursue this tender through their agents in Tehran. Signal Dept. of the Imperial Iranian Army, Land Forces, Jamshidieh, Tehran.★ (Telephone: 202-WO 7-3003).

272 Periodicals: Publishing, printing

DOMINICAN REPUBLIC—Periodicals, magazines of general interest. Libreria Mella (importer, retailer), Avenida Mella No. 27. Santo Domingo. WTD 8/11/66.

273 Books

DOMINICAN REPUBLIC—Textbooks in Spanish language. Libreria Mella (importer, retailer), Avenida Mella No. 27, Santo Domingo. WTD 8/11/66.

281 Industrial chemicals

BRAZIL—Caustic soda, chemical products for industrial purposes. Industria E Comercio Boavista Ltda. (wholesaler), Rua Guilherme Moreira 132, Manaus, Amazonas. WTD 10/27/66.

IVORY COAST—Methyl benzine, xylene, naphthaline solvent, turpentine; glowed titanium-oxide, powder of lead minium, aluminum leafing paste; copper red oxide, acid of mercury. Requests replies in French. Societe Abidjanaise d'Expansion Chimique (S.A.E.C.), B.P. 2578, Abidjan. WTD 11/2/66. Attn: Mr. Kassardjian.

283 Drugs

HONDURAS—Drugs, patent medicines, other pharmaceutical products for hospitals, laboratories, etc. Farmacia "San Bosco" (importer, distributor), 2a. Avenida, Comayaguela, D.C. WTD 10/28/66.

VENEZUELA—Veterinary preparations. T. A. Beauregard—Representaciones (importer, sales agent), Apartado 8172, Caracas. WTD 10/26/66.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics

AUSTRALIA—Perfumes, cosmetics and toilet preparations. Direct purchase and agency. Potter & Moore (Australia) Pty. Ltd. (importers, wholesalers, manufacturers), 11 Nepean Highway, Mentone, Victoria. WTD 10/28/66.

ITALY—Luxury-type cosmetics; deodorants; bath, hand and hair preparations. Societe des Grandes Marques (manufacturers), 13 Via dei Castelli Romani, Pomezia (Roma). WTD 11/9/65.

KOREA—Leather processing and finishing agents and dressings. Shin Poong Chemical Co.

(importer), Ltd., 141 Surin-dong, Chongno-ku, Seoul. WTD 11/8/66.

SWEDEN—Handmade false eye lashes made of real hair; other new articles within cosmetic field. Direct purchase and agency. Belgal Grahl & Co. (importer, wholesaler, sales agent), Strandvagen 7, Stockholm O. WTD 10/24/66.

287 Agricultural chemicals

DOMINICAN REPUBLIC—Agricultural chemicals, fertilizers, pesticides. Mercantil Antillana, C. por A. (importer, wholesaler, retailer), P.O. Box 791—Calle 30 de Marzo, Santo Domingo. WTD 3/30/66.

306 Fabricated rubber products

FRANCE—Surgeon disposable finger cots. Requests replies in French. H.A.G. Universal Industries (importer, dealer), 3, Rue Brunel, Paris, 17e. WTD 11/12/65.

307 Plastic products

GREECE—Plastic sheets, fortified, and plastic pipe, for construction. Requests information, prices. A. E. Glavanis & Co. (importers, distributors), 34 Frangon St., Thessaloniki. WTD in preparation.

311 Leather tanning, finishing

AUSTRALIA—Leather, artificial leather and similar materials suitable for manufacture of high-grade footwear. Gloria Footwear Pty. Ltd. (importer, manufacturer, exporter), 168 Gipps St., Abbotsford, Victoria. WTD 10/21/66.

GREECE—Synthetic shoe lining, inner soling. Requests information, prices. Maximos Zachariades, 60 Ionos Dragoumi St. (importer), Thessaloniki. WTD 9/30/66.

317 Handbags, personal leather goods

THAILAND—Latest fashion ladies' handbags, leather. Requests c.i.f. Bangkok prices. Direct purchase and agency. Tia Kim Nguan Ltd. Partnership (importer, wholesaler), 942/14-16 San Chao Mai, Songwad Rd., Bangkok. WTD in preparation.

321 Flat glass

GERMANY—Flat glass including window glass, thick-drawn glass, cast glass, wire glass, insulating glass, compound glass (safety glass), etc. Requests price quotations c.i.f. European ports. Requests replies in German. Wilhelm Pfeiffer, Flachglasgrosshandel (wholesaler), Postfach 135 or 426 Neusser Strasse, 5 Koeln-Nippes. WTD 11/4/66.

Colored polished plate glass. Steidtmann & Nagel (importer, wholesaler), Moenckebergstrasse 17, Hamburg 1. WTD 8/1/66.

326 Pottery, related products

● **BURMA**—Supply of 23,391 miscellaneous porcelain insulators including 66 KV, 33 KV, 11 KV and 6.6 KV. Tender No. 2(T)/EL/ESB/66-67, bid deadline Dec. 30. The Controller of Stores, Electricity Supply Board, Ahlone Strand Rd., Rangoon. A copy of specifications is available for review only, not for loan, in the Power and Electrical Equipment Division, Rm. 4124, BDSA-662, U.S. Department of Commerce, Washington, D.C. 20230. Additional copies may be obtained at a cost of $11 each (by certified check) through the American Embassy, Rangoon. (Telephone: 202-WO 7-4241).

● **COLOMBIA**—Supply of miscellaneous porcelain electrical insulators including suspension, pin, coil, guy strain. Tender No. 52, bid deadline Jan. 17, 1967. Terms and specifications may be obtained at a cost of $9 each from Electrificadora de Antioquia, S. A., Departamento Comercial, Edificio Banco Central Hipotecario 5o. Piso, Medellin, Colombia. A copy of specifications is available in Spanish for review only, not for loan, in the Power & Electrical Equipment Division, Rm. 4124, BDSA-662, U.S. Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4241).

NETHERLANDS—Modern style wash basins with faucets for washrooms of offices and factories. Direct purchase and agency. Descriptive literature, price list requested. Loggere Metaalwerken (importer, wholesaler, manufacturer), 286 Singel, Amsterdam. WTD 4/23/65.

329 Abrasive, asbestos, nonmetallic mineral products

HONG KONG—Acoustic tile, mineral wool. Fennkong Ltd. (importer, exporter), G.P.O. Box 14193, Hong Kong. Cable: Fennkong. WTD 11/5/66.

331 Steel mill products

BRAZIL—Barbed wire. Industria E Comercio Boavista Ltda. (wholesaler), Rua Guilherme Moreira 132, Manaus, Amazonas. WTD 10/27/66.

336 Nonferrous foundries

GERMANY—Ferro-alloys: nonferrous metals, as new metals and scrap, nonferrous metal semis and minerals. Requests price quotations c.i.f. European ports. Direct purchase and agency. Metall & Mineral GmbH. & Co. KG. (wholesaler), 47 Schweibenstrasse, 4 Duesseldorf. WTD 10/28/66.

342 Cutlery, hand tools, general hardware

AUSTRIA—Glass cutters, related glaziers' tools. Eduard Maly (importer, wholesaler, retailer, manufacturer), Gumpendorferstrasse 119, A-1060 Vienna. WTD 10/28/66.

SWEDEN—Tools, edge, hand, agricultural, lawn, and garden. Einar Gyllenhammar & Co., AB (importer, exporter, wholesaler, sales agent), Tegnerlunden 14, Stockholm Va. WTD 10/3/66.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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343 Heating apparatus, plumbing fixtures

GREECE—Oil burners for central heating, domestic and industrial. Requests information, prices. "Thermiki" S. E. 7 Pavlou Mela St., Thessaloniki.

NETHERLANDS—Modern style bathroom accessories for washrooms of offices and factories, such as paper towel dispensers, soap dispensers, utility and wall racks, shelf and cabinet units, safety glass doors, plastic panels. Direct purchase and agency. Descriptive literature, price lists requested. Loggere Metaalwerken (importer, wholesaler, manufacturer), 286 Singel, Amsterdam. WTD 4/23/65.

344 Fabricated structural metal products

HONDURAS—Seventy-two meter span steel structure bridge for one or two roadways to be used for slow-moving cargo. Width of four meters and 150-ton capacity for one roadway and eight meters wide and 300-ton capacity for two roadways. Prefer standard type bridge. Compania Azucarera Hondurena, S.A. for Constructora Monteco, Apartado Postal No. 552, San Pedro Sula. WTD 10/17/66.

346 Metal stampings

THAILAND—Stainless-steel cooking utensils for home and commercial use. Requests catalogs, c.i.f. prices. Direct purchase and agency. Decha Company Ltd. (importer, wholesaler, retailer), 620 Chakrapetch Rd., Sapan Han, Bangkok. WTD 10/4/66.

352 Farm machinery

DOMINICAN REPUBLIC—Agricultural machinery and equipment, including tractors, trucks and trailers. Direct purchase and agency. Reid & Pellerano, C. por A. (importer, retailer), Lopez de Vega Esq. John F. Kennedy, P.O. Box 1103, Santo Domingo. WTD in preparation.

GREECE—Agricultural tractors, implements. Requests information, prices. Direct purchase and agency. N. D. Bluras Brothers S.A. (importers, distributors), 6 Venizelou St., Thessaloniki. WTD 10/17/66.

353 Construction, mining, materials handling machinery, equipment

● **BURMA**—One Blake type jaw crusher capable of crushing down to 4″ and under, with recommended parts for two years' operation; one Blake type jaw crusher, size 8″ x 6″, with recommended parts for two years' operation; one Blake type jaw crusher, size 8″ x 10″, with ½″ setting, with spare parts for one year's operation; one roll crusher, size 12″ x 18″; 1 ball mill, size 30″ x 36″, with parts for two years' operation; one vibrating screen, two deck, size 18″ x 36″; one Breakwell disc grinder; and one concentrating table, deck size 8′ x 4″. Tender No. 66/66-67, bid deadline Dec. 10. The Director General (Procurement), Mineral Development Corp., 243/251 36th St., Rangoon.★ (Telephone: 202-WO 7-5566).

Complete unit of dry pulverizing plant. The plant should consist of jaw crusher, disintegrator, pulverizer or micronizer, suction blower fans, air cyclone sizers, and collecting nylon bags. Feed size—6″ below. Capacity of plant required—one ton of minus 300 mesh per hour. Driving Units—All prime movers should be electrically driven, and of suitable enclosures and cooling. Electric power available—400/440V, three-phase, four-wire, 50-cycle, A.C. The plant is to treat a wide range of industrial minerals from abrasive minerals such as quartz to soft flaky minerals such as steatite, graphites, clay, etc. Tender No. 73/66-67, bid deadline Dec. 15. Director General (Procurement), Mineral Development Corp., 243/251 36th St., Rangoon.★ (Telephone: 202-WO 7-5566).

NIGERIA—Food-conveyor system for use in hotels. A. M. Faltas (West Africa) Ltd. (importer, wholesaler), 62/64 Campbell St., P.O. Box 1915, Lagos. WTD 5/9/66.

354 Metalworking machinery

● **BURMA**—Two buffing machines fitted with 18″ diameter discs and suitable for 400-volt, three-phase, 40-cycle, a.c. supply. Tender No. 168/(T)/MCY-BR/(M)/65-66, bid deadline Dec. 21. The Chairman, Union of Burma Railway Board, Bogyoke Aungsan St., Rangoon.★ (Telephone: 202-WO 7-5652).

HONDURAS—Power-driven hand tools, welding equipment and automotive maintenance machinery, equipment. Jose M. Handal (wholesaler, retailer), 3 Ave. N.O. No. 44, San Pedro Sula. WTD 11/1/66.

NIGERIA—Machine tools and garage equipment. A. M. Faltas (West Africa) Ltd. (importer, wholesaler), 62/64 Campbell St., P.O. Box 1915, Lagos. WTD 5/9/66.

VENEZUELA—Steel tube galvanization equipment, capacity 1.5 to 2 metric tons/hour for six-meter length. Extraction from zinc bath by magnetic rollers. Requests replies in Spanish. Union Industrial Venezolana S.A. (manufacturer), Carrera 1 (27-28), Zona Industrial, Barquisimeto, Estado Lara or: Apartado 113, Barquisimeto, Estado Lara. WTD in preparation.

355 Special industry machinery

DOMINICAN REPUBLIC—Complete industrial salt refinery installation to operate with salt water or rock salt. Capacity 50 tons per eight hours. Baquero Hermanos, C. por A. (commission agent), P.O. Box 651, Edificio Baquero—El Conde Esq. Hostos, Santo Domingo. WTD 5/27/66.

Dairy industry machinery including bottle washing and filling machines. Frigor, C. por A. (importer, wholesaler, retailer), P.O. Box 520, Carretera Duarte, Km. 8, Santo Domingo. WTD 9/8/66.

ECUADOR—Automatic bevelling machines for edging flat glass and mirrors. Direct purchase and agency. Gerhard H. Haack (attention Alexander Rigel), Garcia Moreno 1224, Oficina 39, P.O. Box 3174, Quito. WTD 4/22/66.

INDIA—Carbon dioxide purification and recovery plant having capacity of 1.000 metric tons per annum. General Manager, The Madhya Pradesh State Industries Corp., Ratlam Alcohol Plant, Ratlam, Madhya Pradesh.

ITALY—Machinery for concentrating fruit juices under vacuum and at low temperature. Astrel del Dr. Mario Sciuto (manufacturer, sales agent), 104 Viale Mario Rapisardi, Catania. WTD 9/1/66.

MEXICO—Machinery to manufacture concrete pipes from 1.22 to 2.40 mt. long. Requests replies in Spanish. Productos de Concreto Tepeyac (manufacturer). Gustavo Sanserres Ruiz, Aquiles Serdan No. 85, Veracruz, Ver. WTD 11/1/66.

TANZANIA—Tubular and flat knitting machinery. Requests complete details, terms of payment. National Garment Manufacturers Ltd. (textile manufacturers), P.O. Box 2763, Dar es Salaam. WTD 11/9/66.

TURKEY—Requests price lists, descriptive literature. Equipment to produce radiator hoses from raw rubber. P.S.M. Rubber Plant (manufacturer), Gazi Bul. 1336, Izmir. WTD 10/28/66.

URUGUAY—Auto tire rubber reclaiming plant, smallest capacity. Rogum S.A. (manufacturer), Calle Daniel Munoz 2032, Montevideo. WTD 11/7/66.

356 General industrial machinery

● **BURMA**—Supply of gravel pumps: one with a 6″ suction and delivery, suitable for using with gravel/water mixture containing gravels up to sizes ½″ to ¾″; one gravel pump, capable of delivering 500/600 gallons per minute of mixture (maximum size of particle is 5″); one sand pump, 3″ x 3″, 60′ head, 1400-1500 rpm. Tender No. 65/66-67, bid deadline Dec. 10. The Director General (Procurement), Mineral Development Corp., 243/251, 36th St., Rangoon.★ (Telephone: 202-WO 7-5589).

● **EL SALVADOR**—Supply of one set of water pumping equipment. Tender No. IM 33/66, bid deadline Dec. 13. Administracion Nacional de Acueductos y Alcantarillados (ANDA), 2a Avenida Norte No. 512, San Salvador. Specifications available in Spanish.★ (Telephone: 202-WO 7-5589).

● **IRAN**—Supply of one compressor-tractor, 40-50 h.p., air delivery ¾ m³ per min., pressure 7 afm. Tender No. A/1515, bid deadline Jan. 21, 1967. The Steel Corp. of Iran (SCI), 35 Forsat Ave., Tehran.★ (Telephone: 202-WO 7-5589).

Supply of 53 sets of 25-50 ton hydraulic jacks of short and high base. Tender No. No. 866/45, bid deadline Jan. 30, 1967. Iranian State Railways, Maydane Rah Ahan, Tehran. A copy of bidding conditions may be reviewed only (not available for loan) in Rm. 4314, Transportation Equipment Division, BDSA 596, U.S. Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202-WO 7-4817).

ISRAEL—Submersible pumps. Direct purchase and agency. Technical Supplies & Machinery Ltd. (manufacturers, importers, distributors), Jaffa-Tel Aviv Rd. 26, Tel Aviv. WTD 11/9/65.

TURKEY—Requests price lists, descriptive literature. Rotary furnaces. Umit Dokum Evi (manufacturer), 54 Sokak No. 88, Izmir. WTD 10/28/66.

357 Office, computing, accounting machines

● **IRAQ**—Supply of 20 Arabic typewriters, small size, 12″ (Pt. 20); 80 Arabic typewriters, big size, 18″ (Pt. 20); 50 English typewriters, big size, 18″ (Pica). Tender No. 56/66, bid deadline Dec. 25. Central Foreign Purchasing Board, Ministry of Finance, Baghdad.★ (Telephone: 202-WO 7-2939).

358 Service industry machines

AUSTRALIA—Electric vacuum cleaners and sweepers for industrial use; air-conditioning units for domestic, industrial, commercial use. Direct purchase and agency. Encel Electronics Pty. Ltd. (importer, wholesaler, retailer, manufacturer), 431 Bridge Road, Richmond, Victoria. WTD 10/28/66.

DOMINICAN REPUBLIC—Industrial refrigeration equipment; industrial deep freezers. Requests replies in Spanish. Hilari, Mayol, C. por A. (importer, wholesaler, retailer), P.O. Box 412, Santo Domingo. WTD in preparation.

Portable floor polishing machines. Pablo N. Dominguez H. (importer, wholesaler, retailer), Apartado 631, Arzobispo Merino No. 35, Santo Domingo. WTD 10/14/66.

GERMANY—Vending machines for chewing gum or accessories for such machines. Requests replies in German. WKS Kaugummi-und Suesswaren GmbH (wholesaler), 6 Frankfurt am Main, Lahnstrasse 22-24. WTD 11/7/66.

ITALY—Catering and laundry equipment for hotels, hospitals, other institutions. Direct purchase and agency. Casa Italiana Commercio Estero (importer, exporter), Via Umbria 7, Rome. WTD 11/29/65.

THAILAND—Electric coffee makers, malted milk mixers and juicers for commercial use. Requests catalogs, c.i.f. Bangkok prices. Direct purchase and agency. Decha Company Ltd. (importer, wholesaler, retailer), 620 Chakrapetch Rd., Sapan Han, Bangkok. WTD 10/4/66.

Choice of language

Some people—about seven-eighths of them—just do not understand English.

So when you answer an advertiser in these pages who requests replies in his own language oblige him *and* yourself.

Ask the Department of Commerce Field Office for advice.

361 Electric transmission, distribution equipment

● **COLOMBIA**—Supply of miscellaneous electrical equipment including power transformers, lightning rods, circuit breakers. Tender No. 55, bid deadline Jan. 17, 1967. Terms and specifications may be obtained at a cost of $18 each from Electrificadora de Antioquia, S.A., Departamento Comercial, Edificio Banco Central Hipotecario 5o. Piso, Medellin. A copy of specifications is available in Spanish, for review only, not for loan, in the Power & Electrical Equipment Division, Rm. 4124, BDSA-662, U.S. Department of Commerce, Washington, D.C. (Telephone: 202-WO 7-4241).

HONDURAS—Portable and panelboard voltmeters, ammeters, watt meters and analyzers for testing electrical characteristics of internal combustion engines. Jose M. Handal (wholesaler, retailer), 3 Ave. N.O. No. 44, San Pedro Sula. WTD 11/1/66.

● **KOREA**—Supply of six-minute current meters, four-point gauges, four pitot tubes, four pitot balls, one minute wave meter, and one cycloreducer. Tender No. KFX-6195-S, bid deadline Dec. 6. Office of Supply, Government of the Republic of Korea, Seoul.★ (Telephone 202-WO 7-2939).

362 Electrical industrial apparatus

● **BURMA**—95,700′ of welding electrodes and 6 850′ of welding rod, various types and sizes; two sets of acetylene welders plus accessories. Tender No. 68/66-67, bid deadline Dec. 10. Director General, Mineral Development Corp. No. 243/251, 36th St., Rangoon.★ (Telephone: 202-WO 7-2723).

363 Household appliances

AUSTRALIA—Household refrigerators, home freezers. Direct purchase and agency. Encel Electronics Pty. Ltd. (importer, wholesaler, retailer, manufacturer), 431 Bridge Rd., Richmond, Victoria. WTD 10/28/66.

FRANCE—Electric massage machines. Direct purchase and agency. Entreprise Commerciale Inter-France (E.C.I.F.) (importer, wholesaler), 21, Boulevard Raimbaldi, 06 Nice. WTD 3/22/66.

SWITZERLAND—Electrical household appliances. Direct purchase and agency. Allelectrics Ltd. (importer, wholesaler), 6000 Luzern 10—Wesemlin. WTD 11/3/66.

364 Electric lighting, wiring equipment

● **COLOMBIA**—Supply of miscellaneous pole line hardware. Tender No. 54, bid deadline Jan. 17, 1967. Terms and specifications may be obtained at a cost of $12 each from Electrificadora de Antioquia, S.A., Departamento Comercial, Edificio Banco Central Hipotecario 5o. Piso, Medellin. A copy of specifications is available in Spanish, for review only, not for loan, in the Power & Electrical Equipment Division, Rm. 4124, BDSA-662, U.S. Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4241).

FRANCE—Health lamps: infra-red and ultraviolet. Direct purchase and agency. Entreprise Commerciale Inter-France (E.C.I.F.) 21, Boulevard Raimbaldi, 06 Nice.

GERMANY—Plastic diffuser panels, shielding for lighting fixtures. Otto Schmelzer (manufacturer, exporter), 7254 Muenchingen bei Stuttgart, Kornwestheimer Strasse 28. WTD 10/28/66.

365 Radio, television receiving sets

AUSTRALIA—Stereo amplifiers, turntables, pick-ups, record players, loudspeakers (with and without players), tape recorders. Direct purchase and agency. Encel Electronics Pty. Ltd. (importer, retailer, wholesaler, manufacturer), 431 Bridge Rd., Richmond, Victoria. WTD 10/28/66.

SWITZERLAND—Radio sets, record players, and TV sets. Direct purchase and agency. Allelectrics Ltd. (importer, wholesaler), 6000 Luzern 10—Wesemlin. WTD 11/3/66.

366 Communication equipment

● **CEYLON**—Supply of automatic telegraph exchanges and associated equipment for international and domestic service. Reference No. 276, bid deadline Feb. 15, 1967. Overseas Telecommunications Service, Government of Ceylon, P.O. Box 235, Ceylon. Copies of tender may be obtained from the Embassy of Ceylon, 2148 Wyoming Avenue, NW., Washington, D.C. 20008.

ITALY—Internal telephones and fire alarms for hotels, hospitals, other institutions. Direct purchase and agency. Casa Italiana Commercio Estero (importer, exporter), Via Umbria 7, Rome. WTD 11/29/65.

● **KENYA**—Supply of two automatic telephone exchanges. Tender Numbers 13/66 and 14/66. Tender documents will be furnished by the Crown Agents for Overseas Governments and Administrations, 4 Millbank, London, S.W.1, England, to qualified bidders. Reference should be made to DF 4252/3 and DF 4252/4 dated Nov. 3.

367 Electronic components, accessories

FRANCE—Electronic components such as specialty resistors for electronic end products, solid state electronic devices, inductors, electronic transformers and capacitors. Radio-Electronique-Service (Raymond Werts) (importer, manufacturer, wholesaler), 53, Rue des Meuniers, 94 Vincennes. WTD 4/6/66.

369 Electrical machinery, equipment, supplies

HONDURAS—Starting motors and generators for automobiles and trucks; ignition apparatus for internal combustion engines including spark plugs, magnetos, coils, and distributors. Jose M. Handal (wholesaler, retailer), 3 Ave. N.O. No. 44, San Pedro Sula. WTD 11/1/66.

IRELAND—Batteries for automobiles, commercial and industrial vehicles, lead acid type. Direct purchase and agency. Electro-Diesel (Ireland) Ltd. (retailer), 16-20 Moss St., Dublin 2. WTD 3/14/66.

● **THAILAND**—Supply of one unit X-ray machine, 250-400 K.V., 20 M.A., complete set, 190-250 V., 50 cycles, A.C., and one unit X-ray camera, 200 M.A., 100 K.V.W., 200 V., 50 cycles, able to take picture of 200 M.A., 100 K.V.P. Tender No. 3/2510, bid deadline Dec. 14. Procurement Section, The Medical Dept., Pak Klong Lord, Bangkok.★ (Telephone: 202-WO 7-2939).

371 Motor vehicles, motor vehicle equipment

DOMINICAN REPUBLIC—Replacement parts for automobiles, trucks. Mercantil Antillana, C. por A. (importer, wholesaler, retailer), P.O. Box 791—Calle 30 de Marzo, Santo Domingo. WTD 3/30/66.

Motor vehicle parts, accessories. Direct purchase and agency. Requests replies in Spanish. Juan A. Liriano H. (Casa Don Juan) (importer, wholesaler, retailer), Ave. Duarte esq. Juan E. Jimenez, Santo Domingo. WTD 11/9/66.

HONDURAS—Automotive replacement parts and accessories for cars and trucks. Jose M. Handal (wholesaler, retailer), 3 Ave. N.O. No. 44, San Pedro Sula. WTD 11/1/66.

379 Transportation equipment

NIGERIA—Mobile kitchen trailer units for sale to military. A. M. Faltas (West Africa) Ltd. (importer, wholesaler), 62/64 Campbell St., P.O. Box 1915, Lagos. WTD 5/9/66.

381 Engineering, laboratory, scientific, research instruments

AUSTRALIA—Scientific and research instruments, including nucleonic, x-ray and ultrasonic types; scientific teaching aids. Direct purchase and agency. A. A. Guthrie Pty. Ltd. (importer), 16-18 Meeks Rd., Marrickville, N.S.W. WTD 9/23/66.

NIGERIA—Cartographic equipment, drawing tables and machines. A. M. Faltas (West Africa) Ltd., 62/64 Campbell St., P.O. Box 1915, Lagos, Nigeria.

382 Instruments for measuring, controlling, indicating physical characteristics

AUSTRALIA—Instruments for industrial control, measuring, and quality testing. Direct purchase and agency. A. A. Guthrie Pty. Ltd. (importer), 16-18 Meeks Rd., Marrickville, N.S.W. WTD 9/23/66.

● **GREECE**—Supply of 40,000 cold water meters, displacement type: 25,000 meters ⅝"; 15,000 meters ½". Tender No. 1317, bid deadline Dec. 23. Estimated value: $500,000. Societe Anonyme Hellinique des Eaux, Purchasing Service, One Kornarou & Ermon Sts., Athens.★ (Telephone: 202-WO 7-2939).

TURKEY—Gauges for measuring carbon content in foundry operations. Requests price lists and descriptive literature. Umit Dokum Evi (manufacturer), 54 Sokak No. 88, Izmir. WTD 10/28/66.

383 Optical instruments, lenses

AUSTRALIA—Spectrometers; scientific instruments for research and industrial uses; teaching aids. Direct purchase and agency. A. A. Guthrie Pty. Ltd. (importer), 16-18 Meeks Rd., Marrickville, N.S.W. WTD 9/23/66.

384 Surgical, medical, dental instruments

FRANCE—Alcohol testing instruments. Requests replies in French. H.A.G. Universal Industries (importer, dealer), 3, Rue Brunel, Paris, 17e. WTD 11/12/65.

NIGERIA—Hospital equipment, including a portable hospital unit. A. M. Faltas (West Africa) Ltd. (importer, wholesaler), 62/64 Campbell St., P.O. Box 1915, Lagos. WTD 5/9/66.

385 Ophthalmic goods

● **CHILE**—Supply of 119,241 pairs of ophthalmic crystals. Tender No. 1-25-66, bid deadline Dec. 7. Terms and specifications in Spanish. Correspondence preferred in Spanish. Servicio Nacional de Saud, Avda Matta 644, Seccion Adquisiciones, Santiago.★ (Telephone: 202-WO 7-2939).

THAILAND—Sunglasses. Requests catalogs, c.i.f. Bangkok prices. Direct purchase and agency. Tia Kim Nguan Ltd. Partnership (importer, wholesaler), 942/14-16 San Chao Mai, Songwad Rd., Bangkok. WTD in preparation.

386 Photographic equipment

AUSTRALIA—Projection equipment: motion picture cameras, film and slide projectors, attachments and parts, photocopying and duplicating equipment. Direct purchase and agency. Encel Electronics Pty. Ltd. (importer, wholesaler, retailer, manufacturer), 431 Bridge Rd., Richmond, Victoria. WTD 10/28/66.

Photographic equipment, supplies for professional, industrial photography, including cameras, sensitized film, paper, cloth and plates, and photographic chemicals. Direct purchase and agency. R. H. Wagner & Sons Pty. Ltd. (importers, wholesalers), 43 Elizabeth St., Melbourne, C.1, Victoria. WTD 10/21/66.

FRANCE—Cameras, still standard types, equipped with flash, small sizes and lightweight apparatus, low-priced, suitable for use

with complete photographic outfit. Descriptive literature, price lists requested. Requests replies in French. Sordic (dealers), Boite Postale 61, 10 Impasse Berthus, 33- Bordeaux, Gironde. WTD 11/8/66.

NIGERIA—Photographic supplies, paper, chemicals, films for use in graphic arts. A. M. Faltas (West Africa) Ltd. (importer, wholesaler), 62/64 Campbell St., P.O. Box 1915, Lagos. WTD 5/9/66.

387 Watches, clocks, parts

ITALY—Clock systems for hotels, hospitals, communities. Direct purchase and agency. Casa Italiana Commercio Estero (importer, exporter), Via Umbria 7, Rome. WTD 11/29/65.

394 Toys, amusement, sporting goods

FRANCE—Gymnasium apparatus, for use as medical equipment. Direct purchase and agency. Entreprise Commerciale Inter-France (E.C.I.F.), 21, Boulevard Raimbaldi, 06 Nice. WTD 3/22/66.

SWEDEN—Sporting goods, with special emphasis on golf, archery, gymnasium, swimming, ice skating, other winter sports equipment. Einar Gyllenhammar & Co., AB (importer, exporter, wholesaler, sales agent), Tegnerlunden 14, Stockholm Va. WTD 10/3/66.

395 Pens, pencils, office, artists' supplies

DOMINICAN REPUBLIC—General office supplies. Pablo N. Dominguez H. (importer, wholesaler, retailer), Apartado 631, Arzobispo Merino No. 35, Santo Domingo. WTD 10/14/66.

THAILAND—Ball point pens, lead pencils. Requests catalogs, c.i.f. prices. Vilaivat Ltd. Partnership (importer, indent agent), 905 Songwad Rd., Sarnchaomai, Bangkok. WTD 10/28/66.

399 Manufacturing industries

FRANCE—Electric massage machines, for beauty and barber shops; electric massage sets for women. Direct purchase and agency. Entreprise Commerciale Inter-France (E.C.I.F.) (importer, wholesaler), 21, Boulevard Raimbaldi, 06 Nice. WTD 3/22/66.

HONDURAS—Beauty shop and barber shop equipment. Juan D. Larach y Compania (retailer, wholesaler), c/o Miguel J. Larach, Apartado Postal 95, San Pedro Sula. WTD 2/25/66.

594 Books, stationery supplies

NIGERIA—Papers, duplicating and carbon papers, stationery, envelopes, pens, pencils, etc. Ona-Ara Bookshop (importer, retailer, wholesaler), 26 Reclamation Rd., Lagos. WTD 6/23/65.

717 Commercial laundry, dry cleaning, pressing, related equipment

LIBERIA—Large pressing machine for suits, small pressing machines for shirts, dryers, large washing machine (40 kilos), squeezer for laundry cloth, squeezer for dry cleaning, diesel compressor for pressure for pressing machines, medium size tanks for diesel and water storage. Catalogs, price lists requested. Halaby & Sons (laundry, dry cleaning), P.O. Box 1481, Monrovia. WTD in preparation.

Sales Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

151 General building contractors

BELGIUM—Building and complete installation of light-expanded clay aggregate plants. Bobindus S.P.R.L. (installers), Matenstraat 306, Niel, Antwerp. WTD 7/7/66.

202 Dairy products

PAKISTAN—Milk powder. Requests quotations c. & f., Karachi. Manzoor Brothers (importer), P.O. Box 4091, 65 Mohatta House, Opp. Gordhandas Market, Karachi. WTD in preparation.

SPAIN—Firm wishes to set up and manage frozen custard type ice cream stands and mobile units, etc. Autoservicios Holanda (supermarket chain), Attn: Mr. Gerardus D. Story, Calle Padre Torro, 1, Cocentaina (Alicante). WTD 2/18/66.

222 Broad woven fabric mills, manmade fiber, silk

FRANCE—Dacron, acrylic and acetate broad woven fabrics for women's clothing, men's shirts. Simon Goldstein (importer, wholesaler, agent), 154, Boulevard Magenta, 75- Paris (10). WTD 10/24/66.

224 Narrow fabrics, other smallwares mills

SOUTH AFRICA—All types of trimmings, particularly embroidered tricot or sheer, crochet lace, motifs, etc., used by lingerie, sleepwear, millinery, dress manufacturers. A. Blomson (manufacturers' agent), P.O. Box 3920, Cape Town, Cape Province. WTD 2/16/66.

225 Knitting mills, products

FRANCE—Knit fabrics (jerseys), for women's clothing. Simon Goldstein (importer, wholesaler, agent), 154, Boulevard Magenta, 75- Paris (10). WTD 10/24/66.

251 Household furniture

BELGIUM—Interior decorating articles such as small pieces of furniture. Etablissements R. Desmet-Import (importer, agent), 70 Rue Openveld, Brussels. WTD 11/2/66.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics

BELGIUM—Cosmetics, perfumes. S.A. Cosmetical Distributors (importer, agent), 17 Rue des Quatre Vents, Brussels. WTD 11/2/66.

301 Tires, tubes

TURKEY—Automotive tires. Oz Kollektif Sirketi (importer), 90 Gazi Bulvari, Izmir. WTD 11/3/66.

302 Rubber footwear

NIGERIA—Rubber footwear. Ifeloju Trading Company (importer, retailer, wholesaler), 35 Idumagbo Ave., Lagos. WTD 5/25/66.

314 Footwear, except rubber

NIGERIA—Leather footwear. Ifeloju Trading Co. (importer, retailer, wholesaler), 35 Idumagbo Ave., Lagos. WTD 5/25/66.

329 Abrasive, asbestos, nonmetallic mineral products

BELGIUM—Interior decorating items such as statuary, porcelain products. Etablissements R. Desmet-Import (importer, agent), 70 Rue Openveld, Brussels. WTD 11/2/66.

331 Steel mill products

PAKISTAN—Steel sheets, strips, rods, and pig iron. Requests catalogs, quotations, c. & f., Karachi. Haji Aboobakar Haji Ellias & Sons (importer), Napier Rd., Karachi. WTD in preparation.

342 Cutlery, hand tools, general hardware

PAKISTAN—Blades with diameter of 10" to 20" (with diamond teeth); for cutting marble stone. Atlas Steel & Engineering Co. (importer), 215/216 Insurance House No. 1, Habib Square, Karachi 2. WTD 1/21/65.

349 Fabricated metal products

VENEZUELA—Boiler parts, tools and accessories. Requests replies in Spanish. Representaciones Rios & Co. (importer, distributor, sales agent), Edificio M.A.S.A., Local "D", Avenida Nueva Granada, 2a. Transversal, Caracas. WTD 10/28/66.

352 Farm machinery

GREECE—Cotton pickers. Requests information, prices. N. D. Bluras Brothers S.A. (importers, distributors), 6 Venizelou St., Thessaloniki. WTD 10/17/66.

353 Construction, mining, materials handling machinery, equipment

PAKISTAN—Road rollers, four-ton to 16 ton capacity; two wheeled. Machinery and equipment for application of coal tar on roads. Requests catalogs, quotations, c. & f., Karachi. Gilani Ltd. (importer), 39 Garden Rd., P.O. Box No. 7222, Karachi. WTD 10/20/66.

358 Service industry machines

FRANCE—Drycleaning units, laundry equipment for commercial laundries, quick-service laundries, industrial plant laundries, linen supply plants. Lamco S.A. (importer, dealer, selling agents), 30, Rue de Gramont, Paris, 2e. WTD 4/4/66.

PAKISTAN—Air conditioners, packaged room and air-conditioning equipment, industrial (up to 50 tons). Requests catalogs, quotations, c. & f., Karachi. I. & S. Corp. (importer), 2nd Floor, Dada Chambers, Bunder Rd., Karachi 2. WTD 8/11/65.

362 Electrical industrial apparatus

PAKISTAN—Electric power units, ground.

for use at air terminals. Requests catalogs, quotations, c. & f., Karachi. Groupe Marketing Ltd. (importer), P.O. Box 4144, Premier Insurance Bldg., Wallace Rd., Karachi 2. WTD 5/19/66.

Controls, a.c. and d.c., general purpose, industrial. Requests catalogs, quotations, c. & f., Karachi. Industrial Control Instrument Co. (importer), 3, Second floor, Marvi Bldg., Bunder Rd., Karachi. WTD 10/19/66.

366 Communication equipment

PAKISTAN—Radio equipment, supplies for use in aircrafts. Requests catalogs, quotations, c. & f., Karachi. I. & S. Corp. (importer), 2nd Floor, Dada Chambers, Bunder Rd., Karachi 2. WTD 8/11/65.

THAILAND—Walkie-talkie transceiver, citizen band, 200-300 m.w. Requests catalogs, c.i.f. Bangkok prices. George Kent (Thailand) Ltd. (importer, distributor), 16 Sub Rd., Bangkok. WTD 1/21/66.

371 Motor vehicles, motor vehicle equipment

THAILAND—Automotive spare parts. Catalogs, c. & f. prices requested. Trans-Ocean Suppliers (Thai) Ltd. Partnership (commission agent, indent agent), 70 Soi Watanayothin, Rang Nam/Phya Thai Road, Bangkok. WTD 10/28/66.

372 Aircraft, parts

PAKISTAN—Helicopters (passenger service). Requests catalogs, quotations, c. & f., Karachi. I. & S. Corp. (importer), 2nd Floor, Dada Chambers, Bunder Rd., Karachi 2. WTD 8/11/65.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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381 Engineering, laboratory, scientific, research instruments

PAKISTAN—Instruments for indicating, measuring and recording electrical quantities and characteristics (for use in atomic and other power stations). Requests catalogs, quotations, c. & f., Karachi. I. & S. Corp. (importer), 2nd Floor, Dada Chambers, Bunder Rd., Karachi 2. WTD 8/11/65.

Laboratory equipment and instruments for use in hospitals. Requests catalogs, quotations, c. & f., Karachi. General Agencies Ltd. (importer), Dilkusha Bldg., McLeod Rd., Karachi. WTD 11/4/66.

382 Instruments for measuring, controlling, indicating physical characteristics

PAKISTAN—Soil testing instruments and appliances. Requests catalogs, quotations, c. & f., Karachi. General Agencies Ltd. (importer), 1-Dilkusha Bldg., McLeod Rd., Karachi 1. WTD 11/4/66.

Engineered testing apparatus for laboratory and field testing of road and building materials (soil, concrete and asphalt). Requests catalogs, quotations, c. & f., Karachi. Sibtain Brothers, Ghafur Chambers (importer), (P.O. Box 4225), Victoria Rd., Karachi. WTD 9/13/65.

394 Toys, amusement, sporting goods

VENEZUELA—Sporting goods. Requests replies in Spanish. Todo Para El Cazador, C.A. (importer, distributor), Carrera 21, Cruce con Calle N° 35, Barquisimeto, Estado Lara, or: Apartado 356, Barquisimeto, Estado Lara. WTD 10/27/66.

399 Manufacturing industries

PAKISTAN—Fire-extinguishing equipment, aircraft and industrial. Requests catalogs, quotations, c. & f., Karachi. I. & S. Corp. (importer), 2nd Floor, Dada Chambers, Bunder Rd., Karachi 2. WTD 8/11/65.

509 Wholesalers

CANADA—American beer, wine, distilled alcoholic beverages. Harry L. Ross, Amcan Agencies Reg'd. (commission agent), 4777 Lacombe Ave., Montreal 26, Quebec. WTD 8/3/66.

Leads for Importers

Commodities are offered direct unless specified

209 Food preparations

TANZANIA—Chili peppers (capsicum). General Manager, Zanzibar State Trading Corp. (government agency), P.O. Box 26, Zanzibar.

Desiccated coconut. General Manager, State External Trade Corp. (Bizanje) (government agency), P.O. Box 310, Zanzibar.

212 Cigars

COLOMBIA—Cigars, various types, sizes. Direct purchase and agency. J. Uribe Wills (exporter, wholesaler), Apartado Aereo (Air Mail P.O. Box) 145, Barranquilla. WTD 10/25/66.

289 Chemical products

TANZANIA—Clove oil and clove stem oil. Special prices for amounts over 150 tons. General Manager, Zanzibar State Trading Corp. (government agency), P.O. Box 26, Zanzibar.

355 Special industry machinery

TURKEY—Bottle filling and sealing equipment. Requests price lists, descriptive literature. Efesus Kimya Sanayii (manufacturer), 6 Fevzi Pasa Bulvari, Izmir. WTD 11/2/66.

399 Manufacturing industries

GERMANY—Processed human hair products as wigs, wiglets, hairpieces, pony tails. William E. Powell (importer, exporter, sales agent), 6079 Buchschlag, Otto Kemper Ring 30, P.O. Box 9. WTD 11/7/66.

KOREA—Wigs, machine-made and handmade. Shin Kwang Commercial Co., Ltd. (manufacturer, exporter), Song Bo Bldg., 112-35 Sokong-dong, Chung-ku, Seoul. (K. P. O. Box 410 Seoul). WTD 3/15/66.

504 Groceries, related products

TANZANIA—Fresh coconuts. General Manager, State External Trade Corp. (Bizanje) (government agency), P.O. Box 310, Zanzibar.

Cloves. Special prices for amounts over 500 tons. General Manager, Zanzibar State Trading Corp. (government agency), P.O. Box 26, Zanzibar.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated

AUSTRALIA—John A. Hayes, Chairman, Warwick Branch of the United Graziers Association of Queensland, 472 Queen St., Brisbane, **interested in meeting officials of livestock producers' organizations, in seeing livestock properties and meat works.** Nov. 20 via San Francisco for two months. C/o Qantas Airlines. Itinerary: Portland, Olympia, Seattle, Washington.

SOUTH AFRICA—Denis Leontsinis, a partner of H. R. Hendy & Leontsinis (Pty.) Ltd., Panama House, 200 Commissioner St., Johannesburg, with Rex Evans and Boris Jameson of the same firm, **interested in entering into licensing agreements with U.S. manufacturers of metal fabricated products suitable for the South African market.** Mid-November via New York for three weeks. C/o George Wolf, J. A. Ewing & McDonald Inc., 51 Madison Ave., New York, N.Y. 10010. Itinerary: New York, Chicago. WTD in preparation.

TAIWAN—Stephen Y. Chiang, Taiwan Plywood Industrial Co., Ltd., 21 Hsin Yang St., Taipei, **interested in exporting plywood, lumber and wood products** and requesting technical information on new plywood and wood products, machinery and current market situation. Nov. 11 via San Francisco for three months. C/o Special Products Dept., Georgia-Pacific Corp., 421 SW 6th Ave., Portland 4, Ore. Itinerary: San Francisco, Portland, New York, Washington, Louisville, Ky., Norfolk, Wilmington, Charleston, New Orleans, Houston, Los Angeles. WTD in preparation.

Construction Awards

INDIA—(Rs 1 = approx. US$.1333)—The tender for the construction of a tail canal in Stage III of the Koyna Hydro Electric Project, Koyna, Maharashtra State, was awarded to the Indian firm, McKenzies Ltd., King Edward Road, Sewri, Bombay 15, India (WTDR 11/18/64) for Rs. 25 820,000. The tender for this project was published in INTERNATIONAL COMMERCE, Sept. 26, p. 22.

PANAMA—The Instituto de Recursos Hidraulicos y Electrificacion (IRHE) formally awarded to a Spanish consortium, EPTISA, a contract for the preparation of designs and specifications for the Bayano hydroelectric project. IRHE officials hope that bids for the construction of the $45 million project can be solicited within six months. IRHE plans to

have the first stage (50,000 kw.) of the project completed and in operation by 1972.

SOUTH AFRICA—An $8.4 million contract to build a 100-mile bituminized road in the remote northern part of South West Africa has been won by the Cape Town civil engineering firm of Clifford Harris (Pty.) Ltd.

The road will run northwest from the mining town of Tsumeb and will bypass the Etosha Pan Game Reserve. A link road will run down to the Etosha rest camp at Namurtoni. The road will add another stretch to the highway which will run from the Orange River up to the border of Angola. The final 100 miles to the Portuguese border will be handled by two unidentified construction companies.

Most of the north-south road through South West Africa has been tarred but there is a stretch south of Keetmanshoop which has yet to be completed.

A spokesman for Clifford Harris said that work has started on the new road, which will require 1 million gallons of bitumen before it is complete. The bitumen will be shipped to Walvis Bay and will be taken to Tsumeb by rail. The road must be completed in 30 months.

Future Construction

For maximum assistance to those interested in overseas construction projects, U.S. Foreign Service officers report them as soon as possible, often in early planning stages. Some may not reach completion as originally proposed. In such cases additional information is published as it is obtained.

DENMARK—In a few years, **a hotel is to be built** in central Copenhagen. The project also includes both office and apartment buildings and an underground parking lot. Reportedly, Danish architect, Mr. Bent Ole Severin (Frederikskeiggad 25, Copenhagen), will design the hotel which is to be financed by unidentified U.S. interests. More information regarding this project will be published as it is received.

FRANCE, SPAIN—The green light has recently been given for the construction of a **Pyrenees road tunnel** linking Bielsa, situated in the high valley of Rio Cinca (Huesca Province, Spain) with Argnouet, situated in the high valley of Nesta d'Aure (Hautes-Pyrenees, France).

The seven-mile (11-km) route follows the valleys of Saux (France) and Rio Pinarra (Spain). The tunnel will be almost straight, with a slope of 1 in 20 from the French face (4 963'), (1513 m) to the Spanish face (4,582'), (1397 m). The carriageway of the tunnel, 16' (4.9 m) wide will only comprise two lanes, and there will be a speed limit of 30 miles (48.3 km) an hour. No toll will be levied.

The cost of the whole work is about 10 million French Francs ($2.04 million). The expenditure is to be shared by the two countries in proportion to the length of the tunnel in their respective territories. (⅗ of the tunnel is in French territory, and ⅖ in Spanish.)

KENYA—The Government of Kenya was the recent recipient of an International Development Bank loan of $7 million **for the expansion of the country's secondary education system.** Four secondary schools, 18 teacher training colleges and nine technical schools are to be built and outfitted. The facilities to be provided at each location differ but consist primarily of staff housing, student housing and classrooms. The total cost of the project should be nearly $10 million.

Although the project is under the jurisdiction of the Kenya Ministry of Education (P.O. Box 30040, Nairobi), U.S. firms interested in phases of this project, especially the supply of standardized structural steel frames and other components, should contact the Crown Agents for Overseas Governments and Administrations, 4, Millbank. London, SW 1, England. Procurement will be on the basis of international competitive bidding.

NETHERLANDS ($1.00 = fl. 3.63)—The management of Royal Netherlands Blast Furnaces and Steel Works (Hoogovens) at Ijmuiden announced that it has decided to expand its "Four Million Ton Steel Plan" still further by undertaking the **construction of a pellet plant,** which will require an investment of fl. 80 million. No definite date has been set yet for the beginning of the new construction, but the management reports that it will begin during 1967 and is expected to start operations in 1970.

The new installation will consist of a number of mills in which the ore is ground, drums in which the pellets will be formed, and an installation where the pellets will be dried and roasted. The capacity of the plant will be about 2-2½ million tons of pellets annually. The present sintering plant, which has three manufacturing units, has a total capacity of three million tons of sinter per year. Further information regarding the "Four Million Ton Steel Plan" (1 metric ton=2,204.6 lb.), estimated to cost fl. 970 million, was published in INTERNATIONAL COMMERCE, Dec. 20, 1965, p. 48.

SWITZERLAND—The Federal Government of Switzerland recently decided to construct **a road tunnel at the Gothard pass,** between Goschenen (un) and Airolo (Ticcino). This new road link, which will be open all year round, is vital to the Canton of Tessin, which is now cut off from road traffic for about six months of the year.

Because of the need for ventilation shafts, the road tunnel will not be straight as the railway tunnel is, but will follow the route of the road over the pass. The construction will take four and one-half to five years, and the cost will be about 500 million Swiss francs ($116 million). However, the question of the method of finance has not yet been resolved. The Federal Government envisages a system of loans and tolls whereas the Canton of Tessin prefers the tunnel be financed within the framework of the program of national roadbuilding.

The Gothard tunnel, which will be ten miles (16-km) long, will be the longest in the world. Since it will link the Hamburg-Bale motorway with the Italian Autostrada del Sol, the Gothard road tunnel will be of importance not only to Switzerland but also to Europe as a whole.

THAILAND—The Government of Thailand has released a **33-page listing of development projects requiring foreign financial assistance** under the second plan (1967-1971). This document lists a variety of capital development projects (irrigation, port construction, road building, etc), provides a brief description, and states an estimated dollar cost of each project. Because of a limited supply, this listing is available only on *three-day loan* to firms domiciled in the United States. Requests will be filled on a first-come basis.

A similar report for Malaysia, which was released on loan to U.S. firms, is still available for distribution. Firms interested in either or both documents should request copies from the U.S. Department of Commerce, Trade Opportunities Staff, BDSA-624, Washington, D.C. 20230.

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NATO wants electro-hydraulic winch for cables in Italy

The Director, NATO Saclant ASW Research Centre at La Spezia, Italy, has requested a quotation for one electro-hydraulic winch for conductor cables. Proposals in double-sealed envelopes must be received by the North Atlantic Treaty Organization, Saclant ASW Research Centre, Viale San Bartolemeo 92, La Spezia, Italia, not later than Dec. 15, 3 p.m.

U.S. firms certified eligible to participate in NATO International Competitive Bidding (ICB) may obtain for three days a loan copy of the Request for Quotation and Bidding instruction from the U.S. Department of Commerce's Trade Opportunities Staff, BDSA-624, Washington, D.C. 20230 (Telephone: 202-WO 7-4674). Information about certification may be obtained from the staff also.

New Books and Reports

***Finances and Taxation in European Integration.* By Rudolf Regul and Wolfgang Renner. International Bureau of Fiscal Documentation, Amsterdam, The Netherlands. 136 pp. $5.95.**

This timely analytical study, which is Part VI in the series entitled "Developments in Taxation Since World War I," deals with the financial policies and problems of the three European communities: the European Economic Community, the European Coal and Steel Community, and the European Atomic Energy Community.

Specifically, the study surveys the budgetary legislation and budget policies of the three communities by describing the main treaty provisions of each and comparing them. A description and comparison of the individual tax systems of the member countries are also given along with a summary of the provisions of the Rome Treaty and of the activities of the Community institutions in the field of taxation. Lastly, some basic questions of tax harmonization are discussed: chiefly, to what extent harmonization of national tax systems is necessary in a community and how quickly it needs to be achieved.

Write: International Bureau of Fiscal Documentation, Muiderport-Sarphatistraat 124, Amsterdam-C. The Netherlands. Available in English and German.

***Development Assistance Efforts and Policies, 1966 Review.* By Willard L. Thorp, Chariman of the Development Assistance Committee, OECD. Published by the Organization for Economic Cooperation and Development. 168pp. $2.50.**

This report is based for the most part upon the Annual Aid Review carried on by the Development Assistance Committee, various special reports and analyses prepared by the Secretariat, and numerous discussions at DAC meetings.

Covered are such topics as: the economic record of the developing countries, assistance, the problem of food supplies, technical cooperation, the debt situation, and developments within the OECD.

The book also contains some 20 tables to illustrate financial and technical aspects.

Write: OECD Publications Center, Suite 1305, 1750 Pennsylvania Ave. NW., Washington, D.C. 20006.

New reports on hand

Thirteen more economic summaries prepared by U.S. commercial officers overseas are now available from the Department of Commerce's Clearinghouse. The reports cost $1 apiece.

Third quarter reports are available on economic activity in **Rhodesia** (DIB 66-793, 17pp.)and **Venezuela** (DIB 66-796, 11pp.); second quarter reports cover **Korea** (DIB 66-791, 14pp.) and **Portugal** (DIB 66-792, 24pp.); reports for the first half of 1966 deal with **Iceland** (DIB 66-786, 25pp.), **Ireland** (DIB 66-788, 12pp.), **Israel** (DIB 66-798, 21pp.), **Kenya** (DIB 66-790, 5pp), **Sierra Leone** (DIB 66-794, 12pp.) and **Singapore** (DIB 66-795, 12pp.). Other reports cover August in **Brazil** (DIB 66-784, 16pp.), April-August in **Iraq** (DIB 66-787, 21pp.), and the year 1965 in the **French West Indies** (DIB 66-785).

Write: Clearinghouse for Federal Scientific and Technical Information, U.S. Dept. of Commerce, Springfield, Va. 22151 (Attn: Code 410.66)

***Economic Surveys.* Published by the Organization for Economic Cooperation and Development, Paris. 80¢ each.**

Netherlands. 56pp. This volume covers the "wage explosion" of 1964-65 and its influence on unit labor costs and prices, the influence of the creation of the EEC, monetary and budgetary policies, balance of payments and many other topics.

Spain. 56pp. Economic developments in 1965 and early 1966, short-term prospects, and policy measures and autonomous factors are presented in this summary.

United Kingdom. 40pp. This survey details the background of the present low rate of economic growth, recent trends and prospects, and longer-term prospects.

Yugoslavia. 44pp. The 1965 reforms in price, currency and banking, the change in the exchange rate, the lowering of cutoms duties, are all covered in this booklet.

Write: OECD Publications Center, Suite 1305, 1750 Pennsylvania Ave. NW., Washington, D.C. 20006.

***Far East Technical Assistance Programs of U.S. Non-Profit Organizations.* Published by the Agency for International Development. 274 pp. Free.**

This is the first compilation of its type on this area of the world. The social and economic aid efforts of 177 U.S. voluntary agencies in 16 countries of the Far East are described. The booklet emphasizes that the voluntary technical assistance programs can provide a valuable complement to those of governmental and inter-governmental organizations.

The publication was prepared by the Technical Assistance Information Clearing House of the American Council of Voluntary Agencies for Foreign Service, Inc., under contract with AID.

Write: Voluntary Foreign Aid Service, Agency for International Development, Room C130, 1711 New York Ave. NW., Washington, D.C. 20523.

***Sudan Trade Directory* 1966-67. Published by the Diplomatic Press and Publishing Co., London. 108pp. $5.60.**

This comprehensive reference book on the Republic of Sudan also contains a classified trade index. All aspects of the country are covered, including its government, agriculture, industrial development, foreign trade, finance and banking, transportation, communication, tourism and foreign relations.

The trade index is an accurate, up-to-date listing of Sudanese agents, manufacturers, dealers, importers, exporters, contractors, distributors, suppliers and others.

Write: The Diplomatic Press and Publishing Co., 13, Cotswold Gardens, London NW. 2, England.

***The Fortune Directory of the 200 Largest Industrials Outside the U.S.* Fortune, August 1966. Reprints 75¢.**

A directory of the 200 largest industrial companies outside the United States, ranked by 1964 dollar sales. Headquarters location, products manufactured, sales, assets, net profit and number of employees are also given for each company listed.

Write: Fortune, 540 North Michigan Ave., Chicago, Ill. 60611.

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Calendar *for international traders*

BALTIMORE—Nov. 29—REEC meeting, Maryland National Bank Board Room. Sponsors: REEC; Commerce Field Office.

BETHESDA, Md.—Dec. 8—In-Office Foreign Seminar. Sponsors: REEC; Maryland National Bank; Commerce Field Office.

CEDAR FALLS, Iowa—Dec. 7—Foreign Trade Bureau, 10 a.m., Chamber of Commerce Office.

CHICAGO—Dec. 7—In-Office Meeting, Commerce Field Office. Sponsors: REEC; Commerce Field Office.

CHICAGO—Dec. 8—International Trade Club luncheon, LaSalle Hotel. Speaker: John E. Carroll.

CHICAGO—Dec. 13—Auto Exporters' Club, Builders' Bldg.

CLEVELAND—Dec. 1—World Trade Assn. luncheon meeting.

COLUMBUS, Ohio—Nov. 30—Export Expansion Workshop, 10 a.m.-1:30 p.m., Ebco Manufacturing Co. Sponsors: REEC; Commerce Field Office; Ebco Manufacturing Co.

DOYLESTOWN, Pa.—Dec. 12—International Trade Development Assn. monthly dinner meeting, 5:30 p.m., Conti Cross Keys Inn. **Speaker: Merritt Freeman, Bureau of International Commerce.**

HURON, S.D.—Dec. 1—South Dakota Industrial Development Expansion meeting. **Speaker: Roy F. Gootenberg, Bureau of International Commerce.**

JACKSON, Tenn.—Dec. 8—Export Workshop, Chamber of Commerce. Sponsors: REEC; Chamber of Commerce; Commerce Field Office, Memphis.

JACKSONVILLE, Fla.—Nov. 29—Export Conference, 2 p.m., Commerce Field Office. Sponsor: Commerce Field Office.

KANSAS CITY—Dec. 8—In-Office Workshop for New Exporters, Federal Office Bldg. Sponsors: REEC; Commerce Field Office.

LANCASTER, Pa.—Nov. 29—Chamber of Commerce meeting on Trade Missions as a Means to Expand Markets, Host Farm Resort Motel. **Speaker: Richard Garnitz, Bureau of International Commerce.**

LITTLE ROCK—Nov. 29-30—Arkansas Export Seminar, Hotel Marion. Sponsors: Arkansas Industrial Development Commission; Chamber of Commerce; REEC; Commerce Field Office, Memphis. **Speaker: Roy F. Gootenberg, Bureau of International Commerce.**

LOS ANGELES—Dec. 8—U.S.-Japan Trade Conference, Statler Hilton Hotel. Sponsor: U.S.-Japan Trade Council, Inc. Speaker: Anthony M. Solomon, Assistant Secretary of State for Economic Affairs.

Notice

To publicize local events concerning foreign trade in the "Calendar for International Traders," information should be submitted to this magazine at least 2 weeks before the date of the issue in which it appears. Please include time, place, sponsoring organization and special topic, if applicable. Meetings must be open to the public in order to be publicized in this space.

Write:
Editor,
International Commerce
Bureau of International Commerce
U.S. Department of Commerce
Washington, D.C. 20230.

MEMPHIS—Dec. 7—Mid-South Exporters' Roundtable, Hotel Claridge.

MILWAUKEE—Dec. 1—World Trade Club monthly meeting, Holiday Inn-Central. Speaker: James C. Bostain, Department of State.

MINNEAPOLIS—Dec. 14—World Trade Assn. dinner meeting.

NEW YORK—Nov. 28—Swedish Chamber of Commerce, 6 p.m., the Swedish Bldg., 8 East 69th St. Sponsor: Addo, Inc. Speaker: Jonas Nordenson, General Export Assn. of Sweden.

NEW YORK—Dec. 6—Meeting with international department officials of Chase Manhattan Bank, Chase Manhattan Plaza. Sponsors: Commerce Field Office; Chase Manhattan Bank.

NEW YORK—Dec. 6—FCIB Round Table Conference, 1:30 p.m., Advertising Club.

NEW YORK—Dec. 13—International Executives' Assn., luncheon, Hotel Statler Hilton. **Speaker: Commissioner Gerald D. O'Brien, Office of International Patent & Trademark Affairs.**

NEW YORK—Dec. 15—International Executives' Assn., Inc., Christmas Party, 6:15 p.m., Hotel Statler Hilton.

NEW YORK—Dec. 15—Swedish Chamber of Commerce Christmas luncheon, Biltmore Hotel.

PHOENIX—Dec. 15—In-Office Export Workshop, 10 a.m., New Federal Bldg. Sponsors: REEC; Commerce Field Office.

PITTSBURGH—Nov. 29—Export Counseling Program, 1-5 p.m., Chamber of Commerce Board Room. Sponsors: World Trade Council; REEC; Chamber of Commerce.

READING, Pa.—Dec. 14—Foreign Traders' Assn. monthly dinner meeting.

SAN DIEGO—Dec. 7—REEC meeting and luncheon, 9:30 a.m., Stardust Hotel, Mission Valley.

SAN JUAN, P.R.—Dec. 2—Chemical Marketing Research Assn. meeting. **Speaker: F. D. Hockersmith, Business & Defense Services Administration.**

TRENTON, N.J.—Dec. 2—Delaware Valley International Trade Assn. monthly meeting.

WILMINGTON, Del.—Dec. 13—World Trade Conference & Hungary-Bulgaria Trade Mission Terminal Conference, Hotel du Pont. Sponsors: Chamber of Commerce; Port of Wilmington; University of Delaware; Delaware State Development Dept.; Commerce Field Office, Philadelphia.

WINSTON-SALEM, N.C.—Dec. 8-9—Export Workshop, Wake Forest College. Sponsors: REEC; Wake Forest School of Business Administration.

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